

# Small Loans Making a World of Difference:

U.S. Agency for International Development  
Microenterprise Results Reporting for 1996

FULL REPORT



December 1997



*One woman said to me something I have never forgotten... "Too many great ideas die in the parking lots of banks..." I think if more banks understood the tenacity, the commitment, and the entrepreneurial spirit of people who are given a chance to help themselves, we would go a long way in not only extending credit, but in eliminating many of the unfortunate stereotypes about people who are poor. Anyone who has worked with microcredit or seen its impact around the world will testify that those stereotypes are just plain wrong.*

*Most people who are eligible for microcredit around the world work as hard as they know how, from sun-up to sundown, and sometimes for many hours beyond. Yet, too often, those of us in positions of influence dismiss them. We seem to have a belief that if people are poor, they are meant to be poor and will always remain poor. Yet many of us come from families, generations back, who themselves were poor, and through hard work, sometimes lucky breaks and a helping hand, were able to climb out of poverty. These microcredit projects are proof of what we can unleash if we invest in the economic and human potential of all the world's citizens.*

First Lady Hillary Rodham Clinton  
Microcredit Summit  
February 3, 1997



*Microenterprise provides opportunities for small loans and savings accounts that make it possible for millions trapped in poverty to gain self-sufficiency through their own heroic acts of self-reliance. The Microenterprise Initiative is demonstrating how much difference a few hundred dollars and a chance at a better life can make for a poor family. This last year the U.S. Agency for International Development reached nearly one million households — or about five million people — around the globe with small loans. Through these loans, we are turning a small amount of capital into a tremendously brighter future for the developing world.*

J. Brian Atwood  
Administrator, U.S. Agency for International  
Development  
December 9, 1997

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## **Introduction**

Perhaps no aspect of development is more important than economically empowering the individual. Generating economic growth in the developing world is essential to increasing incomes and improving the overall quality of life. Much of the employment in developing countries comes from microenterprises — tiny businesses operated by the poor. In many countries, particularly lower-income countries, a third or more of the labor force may be engaged in these small enterprises.

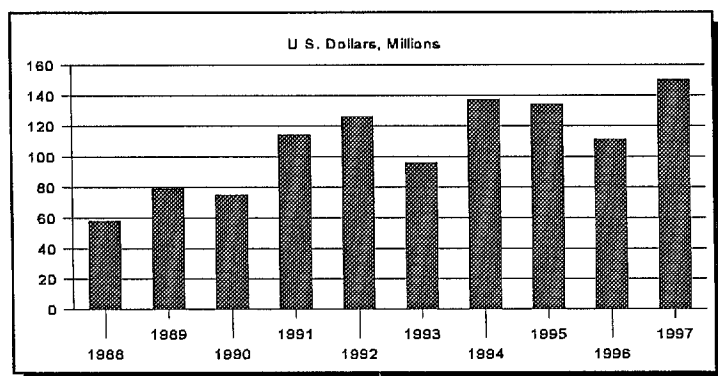
Microenterprise programs provide very small loans — the average loan size for USAID programs in 1996 was \$309 — to individual entrepreneurs, enabling them to expand their incomes and employment while priming the pump for broader economic growth. The main beneficiaries of these programs are low-income women and their families. Perhaps the most striking aspect of the microenterprise programs — whether they be in Bolivia, Bangladesh or Botswana — is that repayment rates for these small loans to poor customers have been consistently comparable to the repayment rates most commercial banks enjoy with far wealthier clients.

In 1994, with broad and bipartisan Congressional support, the U.S. Agency for International Development (USAID) launched its Microenterprise Initiative. This Initiative was renewed in 1997 and signaled USAID's continuing commitment to microenterprise and efforts to expand the availability of financial and other services to poor entrepreneurs. USAID is proud that microenterprise development has an increasingly central place in the agency's strategy for stimulating economic growth. This report provides a global picture of USAID's microenterprise programs for fiscal year 1996.

Highlights of USAID's microenterprise programs that received funding in 1996 include:

- Total agency support for microenterprise for fiscal year 1996 was \$111.4 million — the largest total committed to microenterprise by any bilateral donor. In the agency's overall budget, an increasing portion of economic growth programming is being devoted to microenterprise.
- Microenterprise programs funded in 1996 reached nearly 1 million households — or about 5 million people.

### 10 Years of USAID Microenterprise Funding, 1988-1997<sup>1</sup>



- Sixty-six percent of loan clients were women.
- USAID's microenterprise clients had access to 310 microenterprise institutions. Of these institutions, 74 percent were local non-governmental organizations or private voluntary organizations.
- Of the total number of loans issued in 1996, 89 percent were in the "poverty lending" category.
- Africa had the smallest average loan size, \$130. Europe and the New Independent States had the largest average loan size, \$1,014.
- In regions in which USAID works, except Europe and the New Independent States, nearly two-thirds of the support to credit programs supported poverty lending. In Africa, with its very low levels of per capita income, there was an appropriately greater concentration on poverty lending: In Africa 83 percent of all microfinance support is associated with loans of \$300 or less.
- Of total funds committed to micro-credit programs, 58 percent were committed to poverty lending programs.

The structures and institutions developed to provide microenterprise services — whether they be village banks, credit unions or partnerships with commercial banks and non-governmental organizations — also expand the range of local mechanisms that give disadvantaged groups a say in the decisions that affect their lives. It is known that lending programs can help to build self-sufficiency for individuals and families.

USAID's biggest challenge in the coming years in the microenterprise area is to help more of its partners achieve financial sustainability. As is true for all of the U.S. foreign assistance programs, the

<sup>1</sup>Fiscal year 1997 is estimated

ideal is to nurture institutions that are self-supporting and will not require donor assistance in the future. Commercially viable lending institutions that serve the poor are the best hope for expanding microentrepreneurs' access to vital financial services. As we have seen in Latin America and Asia, the prospects are strong for microfinance institutions to make this leap to self-sustainability.

### **USAID's Commitment to Microenterprise**

USAID works indirectly through a wide range of local institutions, U.S. private voluntary organizations and private financial institutions to support microenterprise programs. Through its work, the agency promotes the development of effective lending practices, strengthens the institutions that deliver services to clients and helps those institutions expand their outreach and increase their financial sustainability.

This report summarizes information from all USAID microenterprise programs receiving funding in fiscal year 1996, the most recent year for which "actual" data — as opposed to estimates — are available. This information is also compared to historical trends in USAID's microenterprise funding. USAID's growing commitment to microenterprise is made more notable by the fact that this trend has taken place at a time when the agency has faced very tight overall budget levels.

Around the world today, vast numbers of poor people earn their living as microentrepreneurs. They engage in small-scale business activities that produce goods and provide services for their communities as seamstresses, carpenters, potters, street vendors and a whole range of other occupations. These entrepreneurs provide income and employment critical for sustaining themselves and their

### **"Spark" — The Mennonite Economic Development Association, Nicaragua**

The Mennonite Economic Development Association established its "spark" loan program in April 1991 to support microentrepreneurs in the war-torn Masaya area of Nicaragua. After the civil war, Nicaragua was impoverished and there was rampant unemployment. This situation resulted in rapid growth of the informal, self-employed sector. CHISPA, which means "spark," responded by offering financing and training to these new entrepreneurs. It has since expanded to the Managua and Rivas areas. Although it is a relatively young credit program, CHISPA is now financially viable, covering all of its financial and operating expenses.

CHISPA provides credit to enterprises through solidarity group loans, individual loans and small business loans. The solidarity group program comprises about 70 percent of CHISPA's portfolio. As solidarity groups, four to five microentrepreneurs come together to receive training and loans. Loan terms range from four to 30 weeks. Repayments rates have been well above 95 percent. Poor women are approximately 60 percent of the solidarity group borrowers. The individual loan and small business loan programs have about 1,000 clients, who receive larger and longer-term loans. By March 1997, the CHISPA program had 5,019 active borrowers and a portfolio of \$915,000, with an average loan size of \$199. With USAID assistance, the program plans to expand to over 9,600 clients by 1999 and to access commercial sources of funds.

families. In many countries, employment in microenterprise is growing rapidly as new workers find it difficult to secure occupations in the more formal labor force. Microenterprises are particularly important to women, since they allow women to work from their homes while caring for their children.

Microenterprises include seasonal and part-time income-earning activities that supplement a variety of other family earnings such as agricultural labor. Microenterprises also include full-time enterprises that, while small, allow families to build assets over time and pay for important family investments such as education, better nutrition and improved housing. Some microenterprises also grow to become larger businesses, offering expanded employment opportunities and significant income expansion for their founders. In Europe and the New Independent States, microenterprises may prove to be an important avenue for new business creation over time.

Because microenterprises contribute to increasing income, employment, the

delivery of goods and services and the creation of enterprises, they have an important place in both an economic growth and a poverty alleviation strategy. Accordingly, microenterprise development is a key component of USAID's approach to economic growth, which emphasizes economic opportunity for the poor. USAID's microenterprise development efforts are directed at enabling the poor to increase assets, income and productivity by gaining access to services previously out of reach. Experience has shown that access to financial services helps enable microentrepreneurs to establish viable, sustainable enterprises. In some cases, financial services can be effectively supplemented by other efforts such as business training and product design and marketing that also assist business growth.

### **How USAID Supports Microenterprise Growth**

To encourage the development of high-quality services for microenterprises, USAID relies on an array of development partners, both U.S. and local, to address the challenges of providing financial and technical business services. A number of institutions have demonstrated that financial services can be provided in the poorest communities on a cost-recovery basis and at a price the poor are willing and able to pay.<sup>1</sup> Because microfinance services can be provided to large numbers profitably, most USAID programs focus on microfinance, including poverty lending.

Throughout the world, non-governmental organizations, through village banking, group guarantee and individual



USAID photo

<sup>1</sup>See Christen, Robert Peck, Elisabeth Rhyne, Robert C. Vogel, and Cressida McKean, "Maximizing the Outreach of Microenterprise Finance: An Analysis of Successful Microfinance Programs" The United States Agency for International Development USAID Program and Operations Assessment Report Number 10 USAID Center for Development Information and Evaluation. August 1995

lending, provide credit services to poor clients who had previously lacked access to financial services. These programs are beginning to reach significant numbers of people, allowing lending institutions to cover their costs, and even to generate profits. Non-governmental organizations have made so much progress that USAID has established a policy that all the micro-finance programs that it supports must become financially viable and of significant size within five to seven years. The most exceptionally successful non-governmental organizations have been converted into formal institutions, regulated by the banking authorities and permitted to take deposits from the general public — while continuing to focus on providing services to their small-scale borrowers and depositors. It is hoped that many more institutions will reach this level in the next few years.

In some places, commercial banks are discovering a new niche in microenterprise lending<sup>2</sup> and are either adopting techniques pioneered by non-governmental organizations to serve the microenterprise market directly, or are becoming wholesalers to, or partners with, non-governmental organizations. With donor encouragement, credit unions are also reaching further down into the community and increasing their attractiveness to small savers and borrowers. These are exciting and complex developments. In numerous countries, innovation and exploration are going on at every level — from local non-governmental organizations, to credit unions, to the commercial banking sector and the national regulatory authorities. In many cases, U.S. private voluntary organizations are involved as partners or

### **FINCA in Kyrgystan**

"Who could have imagined," asked Ryla Primvirdieva, a 45-year-old mother of 13 children, "that one day I would be a grain seller in the Osh bazaar?" Forced into poverty by the collapse of the Soviet Union, in March of 1996 Ryla came to the decision that finding some form of self-employment was her only hope. So, with her daughter-in-law and two youngest children, she moved to the regional market city of Osh, Kyrgystan, 22 miles from her home, where she rented a tiny flat for \$4.75 a month. With a mere \$21 in working capital borrowed from a neighbor, Ryla began selling rice in the Osh bazaar. At first, she was able to purchase only a half sack of rice, from which she earned a profit of only \$2 per day, barely enough to buy bread and tea for herself and her three dependents.

Then, Ryla heard that FINCA was making small working capital loans — starting at \$40 — to women sellers like herself. Ryla seized the opportunity and with 11 other women organized a village bank. With her first loan, Ryla could buy one to two sacks of rice each week, allowing her a profit of \$3-4 per day.

Six months after joining her bank, Ryla has a second FINCA loan of \$57, plus an additional \$25 borrowed from bank members' collective savings. Because she has increased her inventory, she makes a profit of over \$6 per day, half of which she gives to her husband and the children living with him on the collective farm. She has nearly \$33 in savings. The additional income allows Ryla to purchase butter, sugar, and meat — luxuries she could not afford only a few months ago.

Source: FINCA International Website, [www.villagebanking.org](http://www.villagebanking.org), used with permission

<sup>2</sup>See Bayadas, Maya M., Douglas H. Graham and Liza Valenzuela, "Commercial Banks in Microfinance: New Actors in the Microfinance World," Microenterprise Best Practices Project, August, 1997. The paper is available through Web site [www.mip.org](http://www.mip.org)





USAID photo

affiliates. In a vast number of cases, USAID is involved in a significant way.

Financial services are not the only services that can benefit microentrepreneurs. Policy reform in areas such as municipal licensing, zoning, land-use restrictions and certain areas of trade policy can have a fundamental impact on microentrepreneurs' ability to do business profitably. Upgrading technical skills, business training and market access are also key areas

for assistance. Given the variety of these services, delivering them cost-effectively remains challenging. USAID is supporting experimental efforts to establish those additional services that are critical to microenterprise success and can be delivered in accessible, cost-recoverable ways.

In March 1994, USAID launched its Microenterprise Initiative to give added impetus and attention to the agency's work in this sector. To underscore USAID's commitment to this exciting work, the Microenterprise Initiative was renewed in July 1997. The Initiative has brought together leaders who made a commitment to support USAID's microenterprise work, including Republican and Democratic Congressmen and Senators, First Lady Hillary Rodham Clinton, and the microenterprise development practitioners represented by the Microenterprise Coalition, a policy group of U.S. private voluntary organizations engaged in microenterprise development worldwide.

For the renewed Initiative, USAID has pledged that its programs will be characterized by the following:

- More than half of all microenterprise clients will be women;
- More than half of all the funds directed to microenterprise credit programs will go toward poverty lending;<sup>3</sup>
- At least two-thirds of the clients of the microfinance institutions will receive poverty lending loans;
- The average repayment rates for microfinance institutions receiving USAID support will be 95 percent or above;
- Every microfinance organization supported by USAID will have a plan for reaching full financial sustainability within a credible period of time; and
- USAID has also set a target of 15 percent per year growth in the number of clients receiving services.

To ensure that these pledges are met, USAID continues to further develop its systems to measure and monitor the results of its microenterprise programs.

### **Data Collection for This Report**

Two types of data were collected for this report: funding data and data on institutions that received USAID funding in 1996. The funding data includes all obligations<sup>4</sup> of U.S. dollars made by USAID for microenterprise development, as well as local currency expenditures.<sup>5</sup> Annex A provides details on the methodology used.

<sup>3</sup>Poverty lending programs are defined as those that issue a significant portfolio of loans of \$300 or less in most regions of the world or of \$1,000 or less in Europe and the New Independent States

<sup>4</sup>At USAID, funds are defined as "obligated" when they are assigned to a specific, legally binding agreement or contract

<sup>5</sup>Local currency expenditures represent funds from special programs, such as food aid, that generate local currency for use by local governments or organizations that are programmed with USAID approval. These funds are necessarily tracked at the point of expenditure (actual transfer of funds) rather than obligation.

USAID microenterprise funding came from the standard funding accounts within USAID, which include Development Assistance Funds, Economic Support Funds, Freedom Support Act Funds, Special Assistance Initiatives Funds and local currency associated with balance-of-payments support programs or Food for Peace. Annex B provides more details on the funding categories.

### **Findings — USAID Funding for Microenterprise Development**

The overall trend in USAID microenterprise funding shows a persistent increase during the past decade. By 1995, the funding level was 131 percent of the 1988 level, and by 1997 it is expected to rise to 160 percent of 1988. Amounts for all years are actual amounts, with the exception of fiscal year 1997, which is an estimate.

Under its 1994 Microenterprise Initiative, USAID proposed to fund microenterprise programs at \$130 million in 1994 and \$140 million in 1995. The actual amounts were \$137.4 million and \$133.5 million for 1994 and 1995, respectively. While initially it was projected that 1996 funding would reach \$118 million, actual funding proved to be somewhat less, at \$111.4 million.<sup>6</sup> In its renewed Microenterprise Initiative in 1997, USAID proposed providing annual funding of \$120 million to microenterprise activities in fiscal years 1997 and 1998. The current estimate for microenterprise funding in fiscal year 1997 is \$150.2 million. It should be noted that estimates generally exceed actuals, as often some portion of

### **Association of Cambodian Local Economic Development Agencies (ACLEDA)**

Cambodia suffers desperate poverty: Per capita income was estimated at \$292 in 1995; the country ranks 153 out of 174 on the Human Development Index; and only 10 percent of the labor force is officially wage-employed. ACLEDA is the leading microfinance institution in Cambodia, and is working to bring banking services to the vast majority of the population without access to financial services. ACLEDA currently provides credit to more than 25,000 active borrowers through a network of 19 branches and makes short-term loans based on solidarity group guarantees. Ninety percent of ACLEDA's clients are women. In 1996, the average loan size for this window, with 12,335 active clients at year end, was \$96, and the loan recovery rate was 98 percent. ACLEDA also provides individual, secured loans to micro- and small businesses. Loan sizes range from \$200 - \$4,000, and business training services are a key component of this program. At the end of 1996, there were 6,838 active clients, with an average outstanding loan balance of \$592.

From its beginning as an International Labor Organization project in 1993, ACLEDA has rapidly expanded its portfolio and developed a plan for organizational growth, leadership, and sustainability. The organization has evolved into a locally owned microfinance lending institution. ACLEDA is now committed to transforming itself from a non-governmental organization into a commercial bank that serves the urban and rural poor in Cambodia. In 1996, USAID supported the expansion of ACLEDA's lending facilities through a small grant, in parallel with funding from the Japanese government, as part of the U.S.-Japan Common Agenda.

<sup>6</sup>In June 1997, USAID released a preliminary total of \$138 million for FY 1996. This number changed as a result of closer scrutiny of detailed institutional data. Some change was attributed to discrepancies in terminology used by missions. The largest change resulted from a shift in timing of nearly \$20 million in funds provided to Fundusz Mikro in Poland from FY 1996 to FY 1997.

### FY 1996 Funding by Region

	US\$ Millions	
	Amount	Percent
Africa	22.9	20
Asia/Near East	30.9	28
Europe/NIS	10.4	9
Latin America	15.2	14
Central Bureaus	31.9	29
Total	111.4	100

the activities that USAID missions anticipate funding in a given year are not funded, or are funded in the succeeding year.

Periodically, the total funding for individual years either falls backward, as in fiscal year 1996, or leaps ahead, as happened in fiscal year 1994 and is projected for 1997. Fluctuations are due to various factors, such as the life cycle of projects, changing geopolitical emphases by region and the fact that the agency sometimes receives its funding extremely late in the year — as it did in 1996. As is discussed later, the European programs are currently shifting toward the poorer areas of the region and toward more traditional development programming, which should lead to a significant increase in microenterprise funding. However, more important than individual year spikes or valleys, or the vagaries of USAID project cycles, is the underlying trend in USAID's microenterprise funding, which has consistently been on the rise.

### Microenterprise Funding Compared to Funding for Economic Growth

#### USAID Microenterprise Funding as a Percent of Core Economic Growth

	US\$ Millions	
	1991	1995
Core Economic Growth Funds	2,057.5	1,860.1
Microenterprise Funding (excluding local currency)	83.4	116.2
Microenterprise as a Percent of Core Economic Growth	4%	6%

Since 1990, overall appropriated funding available for development programming in the area of economic growth has — on balance — been declining. However, USAID's support for microenterprise has been maintained despite the budget cutbacks affecting the agency.

Local currency and, more recently, contributions to the Eastern European Enterprise Funds are important sources of microenterprise funding. Local currency available for development uses is most commonly generated from two sources: monetization of funds under Food for Peace programs and Economic Support Funds balance-of-payments programs. The latter has declined quite dramatically over the past 10 years. Thus, local currency from balance-of-payments programs is

a shrinking resource for microenterprise. Local currency generated through Food for Peace programs, however, remains an important source of microenterprise funding.

### **Funding for Microfinance and Non-financial Services**

USAID groups its microenterprise funding as either credit/financial or non-credit/non-financial. Credit includes funds used for loan capital or for the institutional development of credit or financial institutions. Poverty lending programs are credit. Non-credit or non-financial funding supports business or technical training for microentrepreneurs, regulatory and policy reform directly affecting microenterprises, market access programs, and some USAID program support and research.

Overall, USAID provides two-thirds of its support to credit programs. However, patterns differ by region. The Bureau for Asia and the Near East shows the greatest concentration on finance with more than four-fifths of its funding devoted to finance. At the other extreme, the Bureau for Africa applies 60 percent of its funding to non-credit uses. The differences reflect a range of factors, including the greater relative availability of institutions that can absorb large amounts of loan funding in some Asian and Near Eastern countries.

### **Funding for Poverty Lending**

USAID has pledged that at least half of its microfinance funding will support institutions providing services to the very poor, as measured by the availability of loans of \$300 or less (\$1,000 in Europe and the New Independent States). For each credit institution funded by USAID in fiscal year 1996, a poverty lending rating was determined based on the propor-

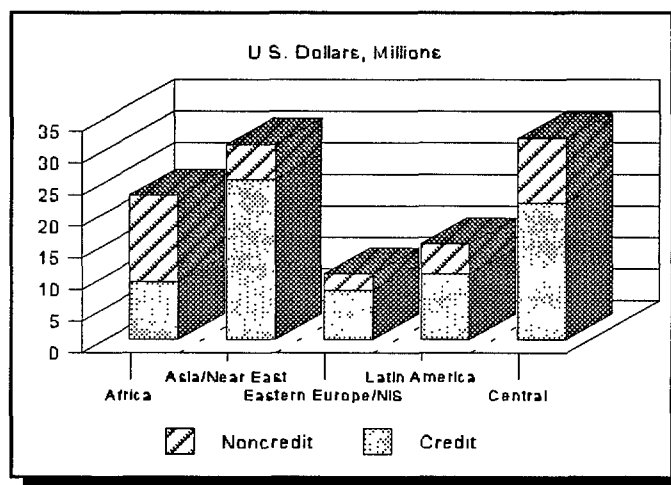
### **Non-credit Funding in Africa**

Of the 17 African countries with USAID funding for microenterprise activities in 1996, five missions are engaged exclusively in non-credit activities. Another eight missions are funding both credit and non-credit microenterprise activities. There are different reasons for the emphasis on non-credit activities, in some countries other donors are funding credit programs on such a massive scale that certain missions have chosen to emphasize other areas that they consider complementary.

Those countries that funded only non-credit activities in 1996 are Eritrea, Gambia, Ghana, Senegal, and Zambia. The following are examples of the type of activities funded:

- In Eritrea funds were provided to the National Council of Negro Women for institution-building with the National Union of Eritrean Women.
- Marketing assistance in Ghana has been provided through Technoserve and Aid-to-Artisans in a Trade and Investment Program that promotes microenterprises that produce non-traditional exports.
- In Zambia, local trainers provide training in basic business, business management, accounting, bookkeeping, marketing and production.

### **Uses of Microenterprise Funding by Region, 1996**



### Percentage of USAID Funds Committed to Poverty Lending by Region, 1996

	Total Microenterprise Funding (US\$ millions)	Credit Programs		Percent of Credit Funding for Poverty Lending
		Amount (US\$ millions)	Percent of Total	
Africa	22.9	9.1	40	83
Asia/Near East	30.9	25.4	82	59
Europe/NIS	10.4	7.8	75	15
Latin America	15.2	10.3	68	39
Central Bureaus	31.9	21.7	68	75
Total including Europe/NIS	111.4	74.3	67	58
Total excluding Europe/NIS	100.9	66.5	66	65

tion of lending in the poverty lending range in its overall portfolio. The ratings for each institution were then weighted by the funding amount received in fiscal year 1996. Thus, for a program with one-third of its portfolio in loans below \$300, one-third of the USAID obligation to that program would be counted in tallying USAID's total support to poverty lending.

In fiscal year 1996, 58 percent of USAID's microfinance funding was devoted to poverty lending and the poverty lending portion of mixed programs. This shows a substantial focus on reaching the very poor. In the traditional USAID regions, excluding Europe and the New Independent States, nearly two-thirds of the support to credit programs is for poverty lending. In Africa, with its very low levels of GDP per capita, there is an appropriately greater concentration on poverty lending: 83 percent of all microfinance support is directed at the very poor.

### Regional and Country Funding Patterns

During the last two years, USAID has made substantial shifts in its placement of microenterprise funds. First, as a result of the 1994 Microenterprise Initiative, USAID directed significant funding into centrally funded programs, especially in the Global Bureau's Office of Microenterprise Development and the Office of Private and Voluntary Cooperation in the Bureau for Humanitarian Response. The program spending in the Office of Microenterprise Development rose from \$3.8 million in 1993 to \$20.2 million in 1996. Similarly, the program spending for microenterprise development in the Office of Private and Voluntary Cooperation rose from \$4.9 million to \$8 million in the same years.

Second, with the opening of USAID programs in Europe and the New Inde-

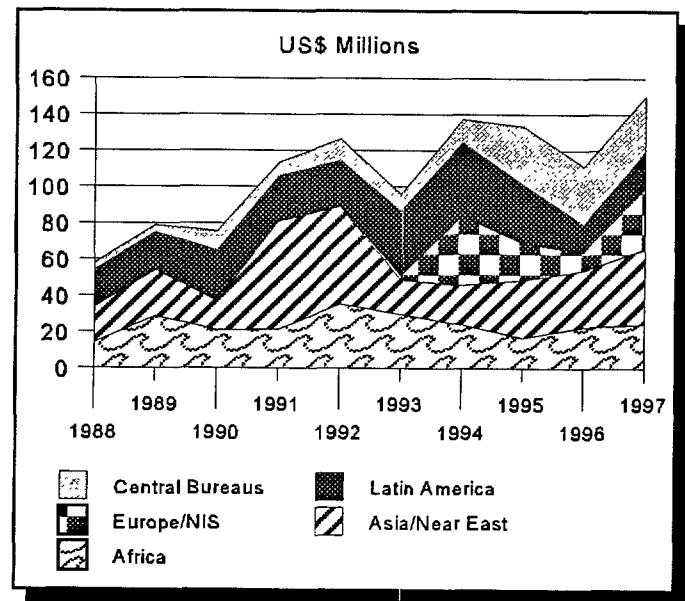
pendent States, funding has been directed toward starting up microenterprise programs in this region. Programs here differ substantially from those in the traditional USAID regions, both because microenterprise and microfinance are new to these countries and because the economies of most countries in the region are more developed than those in the traditional developing countries. Annex C has further details on USAID's activities in Europe and the New Independent States.

### ***Missions and Offices With Major Microenterprise Funding in 1996***

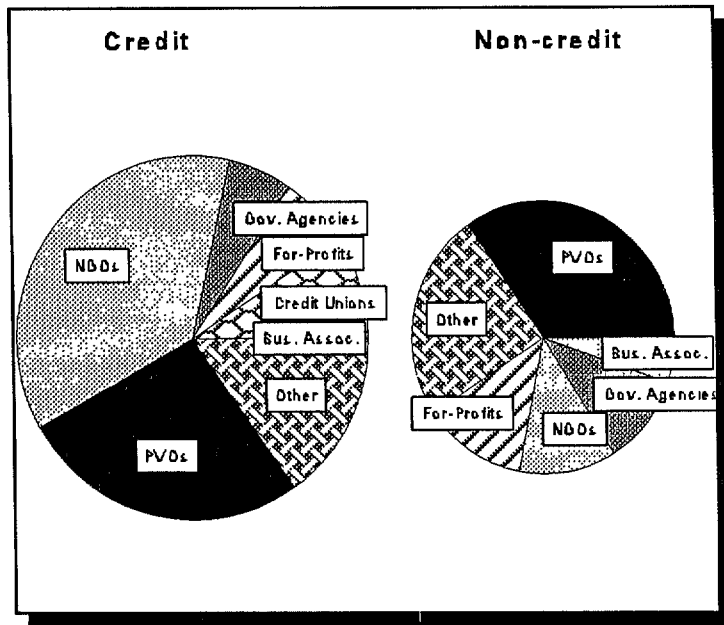
In 1996, USAID made large-scale investments in microenterprise in a wide range of countries. Large-scale microenterprise funding tends to fluctuate among different missions and offices from year to year for the same reasons discussed earlier in this report. Thus, in any given year, some missions with major, multifaceted microenterprise programs may not appear in the list of the top 10 funders. For the period 1990 through 1997, a few missions and central offices consistently stand near the head of the list: Egypt, El Salvador, the Philippines (all missions receiving large overall budgets during the 1990s), the Office of Private and Voluntary Cooperation, and the Global Bureau's Office of Microenterprise Development. While the list highlights certain consistently large players in this area, it also tends to obscure what may be an equally intense commitment by missions with smaller budgets.

While some countries have microenterprise programs that are funded annually, many missions provide multiyear funding to projects. Hence, in a particular year, a mission that has ongoing microenterprise programs may not have made a microenterprise obligation.

### **USAID Microenterprise Funding by Region, 1988-1997**



### 1996 Funding Amounts for Credit and Non-credit Activities by Type of Institution



Note. "Other" includes mission projects that have not yet committed funds to particular institutions, mission support activities on behalf of microenterprises, and the technical assistance and support activities of the Office of Microenterprise Development

### Findings — Institutions Supported by USAID

USAID identified 310 institutions or activities supported with fiscal year 1996 USAID funds. The institutions were of a variety of types, including U.S.-based private voluntary organizations, credit unions, local non-governmental organizations, private banks, government agencies and private consulting firms.

USAID's support is overwhelmingly directed at U.S. private voluntary organizations and local non-governmental organizations. U.S. private voluntary organizations with experience and expertise in specialized areas received large amounts of funding in support of microenterprise activities in 1996. Private voluntary organizations and non-governmental organizations, combined, received 74 percent of the funding in fiscal year 1996. However, this figure undercounts the funding amount eventually going to these groups as some of the "other" category represents initial obligations into general, private voluntary organization co-financing, or similar, projects. Much of this money will eventually be "sub-obligated" into cooperative agreements with private voluntary organizations or local non-governmental organizations, raising the percentage further. By contrast, only 7.5 percent of microenterprise funds went to government agencies. The "for-profits", which account for 8.5 percent of total funding, are consulting firms providing technical expertise either to local institutions or USAID.

In 1996, 243 credit organizations received funds for credit activities, and 88 organizations received funds for non-credit activities. From these two groups, 21 institutions received USAID funds to

implement both credit and non-credit activities. Of the 243 credit organizations, 24 organizations received funds to initiate new lending activities, and, hence, had no data to report on loan portfolio. Another 91 did not provide portfolio data for various reasons. Some of these institutions are umbrella organizations without a portfolio, and others provide technical assistance to the lending organizations. In some cases, umbrella organizations reported the data of all "pass through" organizations combined. Thus, the data set for which detailed portfolio information is reported consists of 128 institutions.

### **Client Outreach and Portfolio Size**

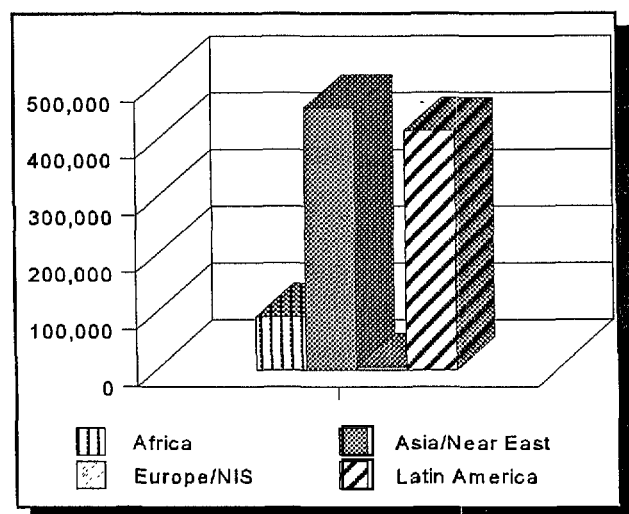
USAID microenterprise programs are achieving significant outreach around the globe. Worldwide, USAID programs reached nearly 1 million households, or about 5 million people, and had lending portfolios totaling \$301 million. Of this total number of clients, two-thirds were women. These programs are growing rapidly, with an aggregate growth rate in loan portfolio of 42 percent, and a 24 percent increase in borrowers. The annual growth rate in savings in these institutions is 28 percent, with an 11 percent increase in savers.

The average loan sizes differ widely by region. Africa had the smallest average loan size, \$130. Europe and the New Independent States had the largest average loan size at \$1,014. Striking differences in the outreach and portfolios of programs supported in each region are also evident. Africa, Asia/Near East and Latin America all show outreach to substantial numbers of clients and sizeable loan portfolios. The Europe and the New Independent States Bureau, reflecting the early state of micro-finance institutions in the region, shows much smaller outreach and portfolios (see Annex C).

### **U.S. PVOs Receiving the Largest Amounts of USAID Funds for Microenterprise, 1996**

	<b>Countries Where Programs Are Located</b>	<b>Funding U.S.\$ Millions</b>
Volunteers in Technical Assistance	Guinea, South Africa, Morocco	6.5
FINCA	Malawi, Uganda, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Peru, Kyrgystan	5.3
TechnoServe	Ghana, Mozambique, Worldwide	4.0
WOCCU	Ghana, Kenya, Mozambique, Niger, Swaziland, Uganda, Zimbabwe, Bolivia, Ecuador, El Salvador, Nicaragua	3.8
ACCION	Bolivia, Ecuador, Guatemala, Nicaragua, Peru	2.7
World Vision	Mozambique, Tanzania, Uganda, Armenia, Azerbaijan, Georgia, Romania, Peru	2.6
CARE	Mozambique, Philippines, Georgia, Ecuador, Guatemala, Peru	2.3
Catholic Relief Services	Benin, Ethiopia, Gambia, Senegal, Cambodia, Indonesia, Philippines, Ecuador, El Salvador, Guatemala, Haiti, Nicaragua, Peru	2.2
		Total 29.4



**Number of Clients Reached by Region, FY 96****Average Loan Size and Percentage of Women Clients for FY 96**

	Average Loan Size (U.S. \$)	Percentage of Women Clients
Africa	130	85
Asia/Near East	260	68
Europe/NIS	1,104	61
Latin America/ Caribbean	389	60
Total	307	66

**Characteristics of Institutional Support**

Microfinance organizations include those that serve as retail lenders to clients, those serving as wholesale lenders to other institutions and those that specialize in providing technical assistance to other credit institutions. The sample includes both microcredit organizations that received assistance from USAID directly and those that received it indirectly via an umbrella organization that channeled funds or technical assistance to them.

USAID supports institutions that employ a range of methodologies and organizational structures for the provision of credit and, in many instances, savings. USAID supports credit unions or credit union federations, village banking programs, and solidarity group lending programs as well as many individual lending programs. Many U.S. private voluntary organizations specialize in a particular approach. For example, FINCA International and Freedom from Hunger have well-established village banking programs, while ACCION International promotes the solidarity group model, and the World Council of Credit Unions provides technical support to strengthen the management of credit unions.

USAID works with a range of microfinance institutions for a variety of reasons. The agency works with credit unions and commercial banks to help them learn how to work profitably with a much poorer clientele either directly or in partnership with non-governmental organizations. It works with regulatory authorities and national legislators to improve the regulatory and legislative environments within which microfinance institutions and microentrepreneurs operate.

In the case of non-governmental organizations and private voluntary organizations, USAID often supports the

expansion of a particular local institution to achieve significant outreach and sustainability or the expansion of a proven methodology into a new region. It also supports private voluntary organizations that are experimenting with improving methodologies or breaking new ground in the sector. Sometimes the new development involves methodologies or procedures; sometimes it involves new regions or social groups.

USAID has long been a leader in promoting successful approaches for providing savings services, as well as credit. Of the 1996 institutions, 59 percent of the microfinance organizations are active in providing savings services to their clients. A lesser number of organizations are experimenting with leasing and group life and/or health insurance programs.

### **Poverty Lending**

USAID's loan programs are clearly focused on the poverty lending client. Almost 89 percent of all clients of USAID-supported programs are receiving poverty level loans less than \$300 in most regions. Even in the Europe and the New Independent States region, they constitute 63 percent of the loans provided.

The proportion of the portfolio dedicated to loans falling within the poverty lending definition, however, is lower. This is, in part, simply due to the fact that a few larger loans can have a dramatic effect on this measure. (One client receiving \$1,000 claims as much loan capital as 10 clients receiving \$100.) Worldwide, approximately one-third of the total portfolio being placed by institutions receiving USAID funding in fiscal year 1996 corresponds with poverty loans. In Europe and the New Independent States, a handful of institutions are almost exclusively poverty lending programs, but their volume of lending currently represents a small

### **ACCION Peruana - An ACCION Affiliate in Peru**

Maribel Tapia Reategui and her family live in the Pueblos Jovenes, the shantytowns of Lima, Peru. These areas often lack such basic services as running water, sewage and electricity. Maribel needed to earn money but also attend to her young children. Faced with few options, she displayed her resourcefulness by starting a tiny "bodega", or general store — the first in her neighborhood.

Although there was plenty of demand for her goods, Maribel did not have the capital to stock more than a few staples, and her neighbors were forced to travel an hour or more to buy basic items elsewhere. Maribel needed only a small loan to expand her inventory, but she was not eligible for bank financing. Borrowing from a local money lender, at interest rates of up to 20 percent per day, would have crippled her tiny business.

But Maribel was able to get a loan of \$180 through ACCION Peruana (ACP), a Peruvian affiliate of ACCION International, which is supported by USAID. It was exactly what she needed. Today, after a second ACP loan, Maribel's clean, well-stocked store is a tiny oasis in the neighborhood.

Source: ACCION International Website: [www.accion.org](http://www.accion.org), used with permission

### **Total Number of Poverty Loans in 1996 By Region, Hundreds of Thousands**

	Total Micro Loans	Poverty Loans	As Percent of Total
Africa	93.1	74.1	79.6
Asia/Near East	461.8	423.7	91.7
Europe/NIS	5.6	3.5	62.5
Latin America	421.3	369.4	87.7
Total	981.7	870.5	88.7

**Poverty Loans as a Percentage of Total Lending Institution Portfolios in 1996, Millions of U.S. Dollars**

	Total Loans	Poverty Loans	Poverty Loans as % of Portfolio
Africa	12.1	6.3	52.1
Asia/Near East	120.1	40.7	33.9
Europe/NIS	5.5	0.4	7.0
Latin America	163.8	56.4	34.4
Total	301.5	103.8	34.4



USAID photo

portion of the total portfolio for the region.

As long as USAID intends to help people move up and out of poverty, its programs will show this kind of number and size distribution. The programs will strive to reach many of the very poor, but by continuing to offer larger loans to those who are moving up, it will continue to show significant amounts of the loan portfolios dedicated to loans above the poverty lending threshold.

**Quality of Loan Programs**

As a leader in promoting sound financial practices in microfinance, USAID's policy on microenterprise development includes specific institutional performance standards for microfinance institutions.<sup>7</sup> These performance standards include expectations for sound management practices, high-quality service provision and outreach to the poor on a truly significant scale.

USAID's expectations for the financial management of microfinance institutions cover three main areas:

1. The microfinance institution must have the ability to set interest rates and fees to fully cover costs. A reasonable start-up period is allowed. Emphasis is also placed on efficiency to keep the cost to the clients as reasonable as possible.
2. The microfinance institutions must have control over loan delinquency with a delinquency rate no higher than 10 percent (outstanding balance on loans overdue more than 90 days as a percentage of total portfolio)<sup>8</sup> and a loan loss rate below 5

<sup>7</sup>See Microenterprise Development Brief, Number 34, October 1996, titled "USAID Policy on Microenterprise Development." Also see September 1995 USAID Policy on Microenterprise Development.

<sup>8</sup>Some institutions reported on loan delinquency over 30 days

percent (not applicable to start-up programs). Loan loss rate is defined as the average of losses over several years as a percentage of loans outstanding.<sup>9</sup>

3. The microfinance institution must provide a credible plan for how it plans to achieve full financial sustainability within no more than seven years of the initial USAID funding.

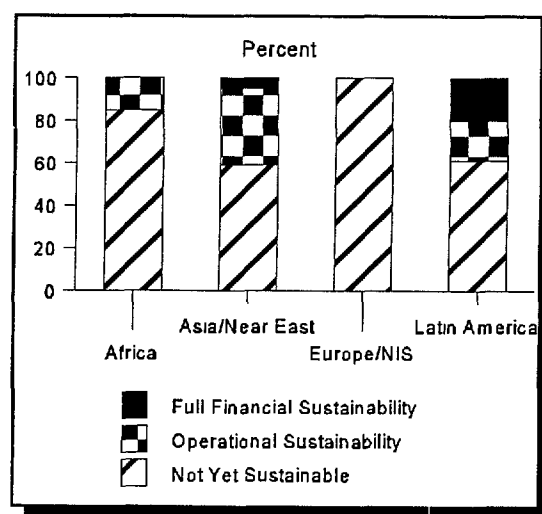
Institutions supported by USAID reported on their progress toward attaining full financial sustainability, meaning the organization is able to fully finance its own operations (including the cost of obtaining funds and compensation for inflation) with revenues from clients. A less ambitious measure, operational sustainability is defined as the ability to cover all administrative costs, including loan losses, with client revenues. In general, the institutions that have already achieved full financial self-sufficiency are older, well-established programs in Latin America. Of course, as programs become large and truly profitable, they no longer need USAID support and disappear from the USAID data set, as has happened with some well-established programs, such as the Bank Rakyat Indonesia (BRI).

Helping more of its partners to achieve financial sustainability represents the single biggest challenge for USAID's microenterprise program. Only fully sustainable institutions can reach the many clients who need services without repeated injections of donor funds. Only such institutions effect permanent, structural change in their communities and nations. The prospects are strong for microfinance institutions to make this leap as the suc-

### Average Repayment and Loan Loss Rates for Microcredit Institutions by Region, 1996

	Repayment Rate	Loan Loss Rate
Africa	95.7	2.2
Asia/Near East	96.2	2.0
Europe	94.7	2.4
Latin America/ Caribbean	93.3	2.4
Worldwide	94.5	2.3

### Sustainability of Institutions



<sup>9</sup>Aggregate loan loss rates reported by the institutions in our sample may be optimistic as a number of newer programs were not able to report on this measure

### **Credit Union Development — World Council of Credit Unions, Ecuador**

In 1995, the World Council of Credit Unions was awarded a grant from USAID for work in Ecuador. In some respects, Ecuador's credit unions are similar to U.S. credit unions: They provide financial services to the low- and middle-income segments of the population; have moderate collateral requirements; and accept small savings accounts. However, in Ecuador over 52 percent of credit union members are employed in, or own, a micro- or small enterprise. With more than 500,000 members, the credit unions in Ecuador serve over 8 percent of the economically active population.

However, over the past decades, many credit unions have become either bankrupt or incapable of providing their members with quality services. These credit unions have tended to pay low rates on savings, suffer chronic liquidity shortages and make customers wait weeks or months to receive loans. Some credit unions are marginally profitable, but loan-recovery problems are common, operating costs are high and increasing, and the availability of retained earnings to finance capital growth is declining. The World Council of Credit Unions grant is designed to reverse this decline by introducing a new, more business-oriented credit union model. This model combines standardized accounting and formats, modern techniques for lending and deposit mobilization, and strategic plans to upgrade services. By June 1997, the World Council of Credit Unions had selected 10 of the largest Ecuadoran credit unions, with a combined membership of 356,000 individuals (46 percent women), loans of \$63 million, and savings of \$70 million.

The World Council of Credit Unions' new model is now in place and beginning to show results. Over 73,000 loans were outstanding in December 1996 (with an average loan size of \$800), and asset growth was outpacing inflation. Loan delinquency rates have improved to 13 percent of outstanding loans and are expected to improve further.

cess of Latin American programs and some Asian institutions has shown. Institutions in Africa are increasingly on their way to sustainability, while those in Europe and the New Independent States are only starting. Seeking progress in these regions will be high on USAID's microfinance agenda for the coming years.

## **ANNEX A**

### **MICROENTERPRISE RESULTS REPORTING (MRR)<sup>10</sup>**

#### **Details on Data Collection Process**

**Obligations data.** Early in 1997 a request for obligations data was made by cable to all USAID offices. As in previous years, microenterprise obligations and local currency expenditures were requested by funding account and by function: credit and non-credit.

Missions and USAID/Washington offices were also asked to provide in detail the funding amounts provided to specific institutions or activities. Thus, for the first time, all funding for the reported fiscal year has been linked to specific institutions or activities. This is an important addition to USAID's system for tracking its support for microenterprise. The list of institutions was later cross-referenced against the data obtained through the MRR questionnaire. As a result, this report is able to directly connect each program activity to a specific USAID obligation.

**Institutional data.** Institutional data was collected through the use of a multilevel questionnaire completed by USAID mission staff, private voluntary organization offices, and other microcredit institutions. The emphasis has been on collecting data on financial organizations. Reporting on non-financial activities was limited to asking missions to provide brief descriptions of non-financial activities funded in fiscal year 1996.

The MRR questionnaire for the current reporting year had two parts. The first section contained an overview explaining agencywide definitions for microenterprise and poverty lending. Mission personnel were asked to provide the following:

- Details on mission criteria for microenterprise obligations and microlending;
- An appropriate exchange rate for calculation of poverty loans; and,
- Brief descriptions of non-credit activities, including amounts obligated to specific institutions.

<sup>10</sup>USAID has had a system for tracking its microenterprise support efforts since 1989. Prior to that time, important details, such as the gender of clients and the size of loans, could not be tracked. The Microenterprise Monitoring System was funded through fiscal year 1995 to provide regular reporting on USAID's microenterprise projects worldwide. In January 1997, a new contract to monitor USAID's microenterprise activities was signed with Weidemann Associates Inc. The new activity, known as Microenterprise Results Reporting, has been responsible for collecting the data presented in this report.

The second part of the questionnaire was directed to microcredit institutions that had received fiscal year 1996 obligations. Mission personnel either provided this information or forwarded the form directly to the institution. All organizations, including "subgrantees," handling a loan portfolio were asked to provide portfolio data. This included direct recipients of USAID funding and recipients of USAID-funded technical assistance. Information was requested on:

- Type of organization, including private voluntary organization, non-governmental organization, business association, for-profit, etc.;
- Sources of USAID funding;
- Names, types and contact information for local institutions supported through an umbrella where applicable;
- Geographic location of project activities;
- Fiscal year for institutions;
- Portfolio data for fiscal year 1996 and fiscal year 1995, where applicable (amount of loans outstanding, number of loans outstanding, and percent of women borrowers);
- Savings data for fiscal year 1996 and fiscal year 1995, where applicable (amount of clients' savings and number of savings members);
- Portfolio quality data, including loan delinquency rate and long-term loan loss rates;
- Level of sustainability of the institution: operational, financial, or neither; and,
- Poverty lending data, including a) the amount in local currency equivalent to \$300 (\$1,000 for Europe and the New Independent States); b) by pref-

erence, the totaled end-of-year balances of those loans that had an initial value less than or equal to \$300 or \$1,000 (ENI only), with the associated number of loans; or c) [where b) was unavailable], as a proxy, the end-of-year total of outstanding loan balance less than or equal to \$300 or \$1,000 (ENI only), also with the associated number of loans.

This questionnaire was distributed via E-mail, which greatly facilitated the process and made it easier for the MRR team to provide support to the field offices when necessary.

In this year's reporting, 63 field missions and central offices reported microenterprise funding in 59 different countries, and 310 organizations received fiscal year 1996 funding for either credit or non-credit activities. Of the 243 institutions engaged in providing credit or technical assistance to credit programs, a subset of 128 provided data on lending operations.

A number of reasons exist for the remaining 115 organizations or activities not having portfolio data to report. Fledgling programs just beginning operations often have no portfolio activity to report for the first six to 18 months after obligation; one-fifth of those institutions could not provide portfolio information for this reason. A number of umbrella institutions have no direct lending portfolio but provide funds or technical assistance to local organizations that reported individually; conversely, some programs reported all the institutional activity through the umbrella in a bundle and did not break apart the data for the individual organizations working under the umbrella. Similarly, in some cases for-profit institutions provide technical assistance or

**Microenterprise Institutions in 1996 Survey, by Type**

	Total Obligations		Credit Obligations		Non-Credit Obligations		Number Providing Data <sup>1</sup>
	Amount (\$000's)	Number	Amount (\$000's)	Number	Amount (\$000's)	Number	
Business Assoc.	2,176	5	240	3	1,936	3	1
Credit Unions	6,699	20	6,699	20	0	0	12
For-Profits	9,427	21	4,662	17	4,765	8	8
Gov. Agencies	8,379	6	4,394	4	3,985	3	1
NGOs	31,582	144	27,185	127	4,397	21	69
PVOs	32,715	85	19,929	62	12,786	33	33
Other <sup>2</sup>	20,380	29	11,206	10	9,174	20	4
Total	111,358	310 <sup>3</sup>	74,315	243	37,043	88	128

<sup>1</sup>Only institutions receiving USAID funds for credit programs were asked to provide data

<sup>2</sup>Mission projects which have not yet committed funds to particular institutions, mission support activities on behalf of microenterprises, and the technical assistance and support activities of the Office of Microenterprise Development

<sup>3</sup>Note that the total of all institutions does not equal the number for credit and non-credit institutions, as 21 institutions received funds for both types of activities

training to the organizations, which then provide credit services to clients. Finally, there are some obligations to USAID projects that will later be passed to microenterprise organizations. The most common examples are PVO co-financing projects or general microenterprise development projects that will be used to fund cooperative agreements to private voluntary organizations or local non-governmental organizations in the following year. In such cases, only the initial obligation is counted. The secondary obligation to the institution will not be counted.

The number of institutions reported

this year undercounts the programs actively supported by USAID because data collection was limited to those receiving funding from USAID in fiscal year 1996. Therefore, as an example, an institution receiving full funding in fiscal year 1995 for a three-year activity does not appear in the data.

Next year a comprehensive set of data on all institutions supported with USAID funds (i.e., institutions with active contracts or grants) will be collected. Institutions supported with fiscal year 1997 obligations will still be specifically linked to fiscal year 1997 funding.



## **ANNEX B**

### **Sources of Microenterprise Funding**

Fiscal year 1996 funding was composed of dollars from the Development Assistance account (65 percent), the Economic Support Fund (14.5 percent), the Freedom Support Act (5 percent) and Special Assistance Initiatives (3 percent). The Freedom Support Act is an account that provides funds for countries in the New Independent States. Funds for Special Assistance Initiatives are appropriated for special purposes and are currently being used by missions in the Europe and the New Independent States (ENI) and Asia and the Near East regions. The funding levels also include expenditures of local currency (11 percent) and contributions the ENI Enterprise Funds have provided to microcredit programs (1.5 percent).

In almost all cases, the initial obligation or legal commitment of the funding is counted. In a few rare instances, where the initial obligation was not identified, a sub-obligation to a microenterprise institution is picked up. It should be noted that the obligations can include funds carried over from appropriations in earlier years, as well as fiscal year 1996 New Obligor Authority (NOA) monies. In years for which the agency has been granted deobligation/reobligation authority, the funding may include reobligated funds.

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**Sources of USAID Funds for Microenterprise, 1990-1997**  
**Millions of U.S. Dollars**

Fund	1990	1991	1992	1993	1994	1995	1996	1997 estimate
DA <sup>1</sup>	44.6	40.2	61.3	51.6	89.2	93.3	72.9	78.0
ESF	9.6	43.2	34.4	20.8	31.6	22.9	16.1	22.6
Local Currency	21.0	30.2	30.6	23.6	16.6	17.3	12.2	25.1
ENI Reflows							1.7	17.3
FSA							5.4	6.0
SAI							3.0	1.1
Total	75.4 <sup>2</sup>	113.6	126.3	96.0	137.4	133.5	111.4 <sup>3</sup>	150.2 <sup>4</sup>

<sup>1</sup>Development Assistance (DA) Funds include Development Fund for Africa (DFA).

<sup>2</sup>Total does not add because data on fund accounts not available for Colombia and Oman

<sup>3</sup>Actual total with no rounding of individual account subtotals is \$111,358,000.

<sup>4</sup>Actual total with no rounding of individual account subtotals is \$150,209,000.

## **ANNEX C**

### **Europe and the New Independent States**

The microenterprise programs in the Europe and New Independent States region are unique. This is due to the distinctive economies of the region and the history of USAID involvement there. The economies in Europe are more similar to those of the developed world than the developing world in size and structure. On the basis of most social and educational indicators, these countries must be considered developed. Although lagging behind the economies of the group of countries generally classified as developed, their GDPs are significantly higher than those of most USAID-supported countries.

The Europe and the New Independent States programs originated differently and evolved differently than USAID programs elsewhere. The SEED (Support for East European Democracy) Act<sup>11</sup> and the Freedom Support Act were passed in 1989 and 1992, respectively, by Congress to provide U.S. assistance to the political and economic transitions taking place following the fall of communism in the Soviet bloc countries.

The overriding objective of programs that developed from the SEED and Freedom Support Acts was the facilitation of the transition from an economic system based on the socialist principles of centralized planning and management to the democratic and capitalist systems of open markets, competition, and free enterprise. Under the SEED and Freedom Support Acts, programs are focused primarily in three areas: economic restructuring (including privatization of large state-owned industries), strengthening democratic institutions, and improving the quality of life. To date, more than 70 percent of program funding has been allocated to economic restructuring.

Within the Europe and New Independent States region, loan size is not used as the principal criterion for defining a microcredit program. Firm size and social and economic disposition are considered more important factors. The numbers of clients reached in the region is not expected to be as high as in other regions, due to the lower prevalence of microenterprises in the economy and the nascent capacity of service and finance providers. Evidence to date indicates that in Europe and the New Independent States microenterprises

<sup>11</sup>The SEED Act is one of the Special Assistance Initiatives and is shown as such in the tables

in many cases generate higher levels of employment than other regions.

Several of the earliest lending programs in Europe are funded through independent Enterprise Funds established by Congress. The Enterprise Funds place investments in local institutions to promote enterprise development. Although the Enterprise Funds are generally focused on large enterprises, many of them have opened special windows for small and microenterprises, often in partnership with non-governmental organizations. Because the legislation for the Enterprise Funds is separate from regular USAID funding, although their funds originate in USAID's budget, they operate independently of USAID. As a result, the relationship between USAID and the Enterprise Funds is indirect, and USAID receives only minimal reporting from funded institutions.

**ANNEX D**  
**Summary of Microenterprise Funding by Country**  
**1991-1997**

**SUMMARY OF USAID MICROENTERPRISE FUNDING, 1991-1997**  
**US\$ '000's**

REGION	COUNTRY	1991	1992	1993	1994	1995	1996	1997 estimates
<b>Africa (AFR)</b>								
	Botswana	451	627	158				
	Burkina Faso	110	150					
	Burundi	1,020	2,171			543		
	Cape Verde							456
	Chad	270	258	1,635	10			
	Eritrea						200	200
	Ethiopia					330	34	592
	Gambia	37	100	298	10		276	550
	Ghana	250	1,050	505			2,584	4,020
	Guinea		4,054	1,409	2,210	2,210	500	401
	Guinea-Bissau	40	1,370		1,855		2,575	2,800
	Kenya	1,608	1,084	270	1,650		2,000	500
	Madagascar	685	801		550		229	189
	Malawi	5,482	3,466	1,953				
	Mali	3,346	4,329	175	8,251	1,160	148	610
	Mozambique	450	750	180	630		3,373	3,187
	Namibia			280	320	410	712	125
	Niger			2,795	3		715	612
	RCSA							1,500
	REDSO/EA			260				
	Senegal	932	7,040	7,850	3,520	450	932	856
	South Africa			3,021		8,016	3,781	2,463
	Swaziland	1,879	3,327					
	Tanzania				1,558	1,478		1,250
	Togo	1,292	1,141					
	Uganda	2,328	2,330	3,358	2,582	2,416	3,044	3,170
	Zambia	570	153		500		600	786
	Zimbabwe	720	603	5,500	425		350	
	Regional Programs		491	100			800	200
<b>AFR Subtotal</b>		<b>21,470</b>	<b>35,295</b>	<b>29,747</b>	<b>24,074</b>	<b>17,013</b>	<b>22,853</b>	<b>24,467</b>
<b>Asia/Near East (ANE)</b>								
	Bangladesh		1,500	250	650	1,165	5,670	11,615
	Cambodia			112	462	2,398		
	Egypt	24,892	35,554	11,000	17,376	16,020	10,000	15,000
	Indonesia	1,867	2,590		679	2,200		747
	Jordan			1,031	100		500	3,450
	Lebanon					2,045		1,000
	Morocco			210		1,500	3,600	1,100
	Nepal	840	1,980	2,260	1,950	1,200	50	1,835
	Pakistan	3,417	3,134					
	Philippines	23,866	4,820	2,666		4,802	8,411	3,973
	South Pacific	2,336	564					
	Sri Lanka	1,353	2,873	1,292	482	549	769	200
	Yemen	821	658					
	West Bank/Gaza						1,888	2,500
<b>ANE Subtotal</b>		<b>59,392</b>	<b>53,673</b>	<b>18,821</b>	<b>21,699</b>	<b>31,879</b>	<b>30,888</b>	<b>41,420</b>
<b>Europe and the NIS (ENI)</b>								
	Albania				2,240	2,200	225	1,000
	Armenia						553	535

**SUMMARY OF USAID MICROENTERPRISE FUNDING, 1991-1997 (cont.)**  
**US\$ '000's**

REGION	COUNTRY	1991	1992	1993	1994	1995	1996	1997 estimates
	Azerbaijan						991	750
	Bulgaria				1,564	1,400	771	110
	Central/Eastern Europe			2,614				
	Croatia							3,500
	Czech Republic				569	500		
	Estonia				224	150		
	Georgia				870		923	1,129
	Hungary				1,197	730		1,580
	Kazakhstan							560
	Kyrgyzstan				6,200		487	915
	Latvia				224	430		
	Lithuania				560	600		
	Macedonia					2,500	950	900
	Poland				7,756	4,976	1,693	17,528
	Romania				896	500	1,405	1,622
	Russia				12,810	5,200	2,475	2,139
	Slovakia				896	500		1,000
	Ukraine				2,100	450		
ENI Subtotal		0	0	2,614	38,106	20,136	10,473	33,268
<b>Latin America and the Caribbean (LAC)</b>								
	Belize	342	266					
	Bolivia	1,442	2,136	3,548	5,532	7,652	1,775	1,800
	Caribbean Regional	1,021	1,005	1,000	4,610	600		
	Costa Rica	200	300	110	140	15		
	Dominican Republic			4,778	5,684	2,065	1,300	699
	Ecuador			200	250	945	1,094	788
	El Salvador	11,863	11,882	9,898	19,120	7,788	2,478	3,819
	Guatemala			795		647	708	1,896
	Guyana			875	350	700		
	Haiti			2,030	1,180	760	3,148	1,225
	Honduras	9,783	8,307	6,190		1,187	587	913
	Jamaica	356	745	946	743	696	442	123
	Mexico		65					
	Nicaragua			627	101	1,744	448	1,089
	Peru	387	732	4,592	3,011	7,796	3,220	7,399
	Regional Programs							500
LAC Subtotal		25,394	25,438	35,589	40,721	32,595	15,200	20,251
<b>CENTRAL BUREAUS</b>								
Global								
	Credit & Investment	400	500	450				
	Emerging Markets		4,136				2,800	
	Microenterprise	2,595	3,145	3,793	4,909	22,416	20,194	22,447
	Housing (RHUDO)						300	
	Women in Development	216	730				645	
Global Subtotal		3,211	8,511	4,243	4,909	22,416	23,939	22,447
<b>Bureau for Humanitarian Response (BHR)</b>								
	Private & Voluntary Coop.	4,148	3,381	4,989	7,887	9,494	8,005	8,356
BHR Subtotal		4,148	3,381	4,989	7,887	9,494	8,005	8,356
SUBTOTAL for Central Bureaus		7,359	11,892	9,232	12,796	31,910	31,944	30,803
GRAND TOTAL		113,615	126,298	96,003	137,396	133,533	111,358	150,209

# Small Loans Making a World of Difference:

U.S. Agency for International Development  
Microenterprise Results Reporting for 1996

ANNEXES



December 1997



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**Annex A:**  
**Summary of USAID Microenterprise Funding by Country, 1991-1997**

**SUMMARY OF USAID MICROENTERPRISE FUNDING BY COUNTRY, 1991-1997**  
**US\$ '000's**

REGION	COUNTRY	1991	1992	1993	1994	1995	1996	1997 estimates
<b>Africa (AFR)</b>								
	Botswana	451	627	158				
	Burkina Faso	110	150					
	Burundi	1,020	2,171			543		
	Cape Verde							456
	Chad	270	258	1,635	10			
	Eritrea						200	200
	Ethiopia					330	34	592
	Gambia	37	100	298	10		276	550
	Ghana	250	1,050	505			2,584	4,020
	Guinea		4,054	1,409	2,210	2,210	500	401
	Guinea-Bissau	40	1,370		1,855		2,575	2,800
	Kenya	1,608	1,084	270	1,650		2,000	500
	Madagascar	685	801		550		229	189
	Malawi	5,482	3,466	1,953				
	Mali	3,346	4,329	175	8,251	1,160	148	610
	Mozambique	450	750	180	630		3,373	3,187
	Namibia			280	320	410	712	125
	Niger			2,795	3		715	612
	RCSA							1,500
	REDSO/EA			260				
	Senegal	932	7,040	7,850	3,520	450	932	856
	South Africa			3,021		8,016	3,781	2,463
	Swaziland	1,879	3,327					
	Tanzania				1,558	1,478		1,250
	Togo	1,292	1,141					
	Uganda	2,328	2,330	3,358	2,582	2,416	3,044	3,170
	Zambia	570	153		500		600	786
	Zimbabwe	720	603	5,500	425		350	
	Regional Programs		491	100			800	200
<b>AFR Subtotal</b>		<b>21,470</b>	<b>35,295</b>	<b>29,747</b>	<b>24,074</b>	<b>17,013</b>	<b>22,853</b>	<b>24,467</b>
<b>Asia/Near East (ANE)</b>								
	Bangladesh		1,500	250	650	1,165	5,670	11,615
	Cambodia			112	462	2,398		
	Egypt	24,892	35,554	11,000	17,376	16,020	10,000	15,000
	Indonesia	1,867	2,590		679	2,200		747
	Jordan			1,031	100		500	3,450
	Lebanon					2,045		1,000
	Morocco			210		1,500	3,600	1,100
	Nepal	840	1,980	2,260	1,950	1,200	50	1,835
	Pakistan	3,417	3,134					
	Philippines	23,866	4,820	2,666		4,802	8,411	3,973
	South Pacific	2,336	564					
	Sri Lanka	1,353	2,873	1,292	482	549	769	200
	Yemen	821	658					
	West Bank/Gaza						1,888	2,500
<b>ANE Subtotal</b>		<b>59,392</b>	<b>53,673</b>	<b>18,821</b>	<b>21,699</b>	<b>31,879</b>	<b>30,888</b>	<b>41,420</b>
<b>Europe and the NIS (ENI)</b>								
	Albania				2,240	2,200	225	1,000
	Armenia						553	535

**SUMMARY OF USAID MICROENTERPRISE FUNDING BY COUNTRY, 1991-1997 (cont.)**  
US\$ '000's

REGION	COUNTRY	1991	1992	1993	1994	1995	1996	1997 estimates
	Azerbaijan						991	750
	Bulgaria				1,564	1,400	771	110
	Central/Eastern Europe			2,614				
	Croatia							3,500
	Czech Republic				569	500		
	Estonia				224	150		
	Georgia				870		923	1,129
	Hungary				1,197	730		1,580
	Kazakstan							560
	Kyrgyzstan				6,200		487	915
	Latvia				224	430		
	Lithuania				560	600		
	Macedonia					2,500	950	900
	Poland				7,756	4,976	1,693	17,528
	Romania				896	500	1,405	1,622
	Russia				12,810	5,200	2,475	2,139
	Slovakia				896	500		1,000
	Ukraine				2,100	450		
<b>ENI Subtotal</b>		<b>0</b>	<b>0</b>	<b>2,614</b>	<b>38,106</b>	<b>20,136</b>	<b>10,473</b>	<b>33,268</b>
<b>Latin America and the Caribbean (LAC)</b>								
	Belize	342	266					
	Bolivia	1,442	2,136	3,548	5,532	7,652	1,775	1,800
	Caribbean Regional	1,021	1,005	1,000	4,610	600		
	Costa Rica	200	300	110	140	15		
	Dominican Republic			4,778	5,684	2,065	1,300	699
	Ecuador			200	250	945	1,094	788
	El Salvador	11,863	11,882	9,898	19,120	7,788	2,478	3,819
	Guatemala			795		647	708	1,896
	Guyana			875	350	700		
	Haiti			2,030	1,180	760	3,148	1,225
	Honduras	9,783	8,307	6,190		1,187	587	913
	Jamaica	356	745	946	743	696	442	123
	Mexico		65					
	Nicaragua			627	101	1,744	448	1,089
	Peru	387	732	4,592	3,011	7,796	3,220	7,399
	Regional Programs							500
<b>LAC Subtotal</b>		<b>25,394</b>	<b>25,438</b>	<b>35,589</b>	<b>40,721</b>	<b>32,595</b>	<b>15,200</b>	<b>20,251</b>
<b>CENTRAL BUREAUS</b>								
<b>Global</b>								
	Credit & Investment	400	500	450				
	Emerging Markets		4,136				2,800	
	Microenterprise	2,595	3,145	3,793	4,909	22,416	20,194	22,447
	Housing (RHUDO)						300	
	Women in Development	216	730				645	
<b>Global Subtotal</b>		<b>3,211</b>	<b>8,511</b>	<b>4,243</b>	<b>4,909</b>	<b>22,416</b>	<b>23,939</b>	<b>22,447</b>
<b>Bureau for Humanitarian Response (BHR)</b>								
	Private & Voluntary Coop.	4,148	3,381	4,989	7,887	9,494	8,005	8,356
<b>BHR Subtotal</b>		<b>4,148</b>	<b>3,381</b>	<b>4,989</b>	<b>7,887</b>	<b>9,494</b>	<b>8,005</b>	<b>8,356</b>
<b>SUBTOTAL for Central Bureaus</b>		<b>7,359</b>	<b>11,892</b>	<b>9,232</b>	<b>12,796</b>	<b>31,910</b>	<b>31,944</b>	<b>30,803</b>
<b>GRAND TOTAL</b>		<b>113,615</b>	<b>126,298</b>	<b>96,003</b>	<b>137,396</b>	<b>133,533</b>	<b>111,358</b>	<b>150,209</b>

Annex B:  
Table 1. USAID Microenterprise Funding by Region, 1988-1997

**Table 1. USAID Microenterprise Funding By Region, 1988-1997**  
**(US Dollars, Millions)**

<b>Region</b>	<b>1988</b>	<b>1989</b>	<b>1990</b>	<b>1991</b>	<b>1992</b>	<b>1993</b>	<b>1994</b>	<b>1995</b>	<b>1996</b>	<b>1997 (estimate)</b>
<b>Africa</b>	13.9	28.6	21.0	21.5	35.3	29.8	24.1	17.0	22.9	24.5
<b>Asia/ Near East</b>	19.8	25.5	15.7	59.4	53.7	18.8	21.7	31.9	30.9	41.4
<b>Europe/ NIS</b>						2.6	38.1	20.1	10.4	33.3
<b>Latin America</b>	20.1	20.9	28.3	25.4	25.4	35.6	40.7	32.6	15.2	20.2
<b>Central Bureaus</b>	3.9	3.9	10.4	7.3	11.9	9.2	12.8	31.9	31.9	30.8
<b>Total</b>	<b>57.7</b>	<b>78.9</b>	<b>75.4</b>	<b>113.6</b>	<b>126.3</b>	<b>96.0</b>	<b>137.4</b>	<b>133.5</b>	<b>111.4</b>	<b>150.2</b>

**Annex C:**  
**Summary of Actual Microenterprise Funding by Use of Funds, 1996**

## Summary of Actual Microenterprise Funding by Use of Funds, 1996 (US\$ '000's)

Bureau	Mission	CREDIT	NONCRD	Total
<b>AFRICA</b>				
	Africa Regional	800		800
	Cape Verde	0	0	0
	Eritrea	0	200	200
	Ethiopia	34	0	34
	Gambia		276	276
	Ghana		2584	2584
	Guinea	433	67	500
	Guinea_Bissau	29	2546	2575
	Kenya	200	1800	2000
	Madagascar	229		229
	Mali	148		148
	Mozambique	965	2408	3373
	Namibia	586	126	712
	Niger	715		715
	RSCA	0		0
	Senegal		932	932
	South Africa	2835	946	3781
	Tanzania	0	0	0
	Uganda	2000	1044	3044
	Zambia		600	600
	Zimbabwe	100	250	350
		<b>9074</b>	<b>13779</b>	<b>22853</b>
<b>ANE</b>				
	Bangladesh	4515	1155	5670
	Cambodia	0	0	0
				<i>CI</i>



<b>Bureau</b>	<b>Mission</b>	<b>CREDIT</b>	<b>NONCRD</b>	<b>Total</b>
	Egypt	10000	0	10000
	Indonesia	0		0
	Jordan	500	0	500
	Lebanon	0		0
	Morocco	3600	0	3600
	Nepal	0	50	50
	Philippines	4176	4235	8411
	Sri Lanka	677	92	769
	West Bank /Gaza	1888		1888
		<b>25356</b>	<b>5532</b>	<b>30888</b>
<b>BHR/PVC</b>				
	Coop Development Pr	500		500
	Matching Grants	5122	2383	7505
		<b>5622</b>	<b>2383</b>	<b>8005</b>
<b>ENI</b>				
	Albania	0	225	225
	Armenia	415	138	553
	Azerbaijan	743	248	991
	Bosnia/Herzegovina	0		0
	Bulgaria	670	101	771
	Croatia	0	0	0
	Czech Republic	0		0
	Estonia	0		0
	Georgia	571	352	923
	Hungary	0	0	0
	Kazakstan	0		0
	Kyrgystan	487		487
	Latvia	0		0
				<b>C2</b>

<b>Bureau</b>	<b>Mission</b>	<b>CREDIT</b>	<b>NONCRD</b>	<b>Total</b>
	Lithuania	0		0
	Macedonia	950		950
	Moldova	0		0
	Poland	1693		1693
	Romania	300	1105	1405
	Russia	2011	464	2475
	Slovakia	0		0
	Slovenia	0		0
	Tajikistan	0		0
	Ukraine	0		0
	Uzbekistan	0		0
		<b>7840</b>	<b>2633</b>	<b>10473</b>
<b>Global</b>				
	CIS	0		0
	EM		2800	2800
	MD	15126	5068	20194
	RHUDO/India	300		300
	WID	645		645
		<b>16071</b>	<b>7868</b>	<b>23939</b>
<b>LAC</b>				
	Bolivia	1775		1775
	Colombia	0		0
	Dominican Republic		1300	1300
	Ecuador	1094	0	1094
	El Salvador	2478	0	2478
	Guatemala	600	108	708
	Guyana	0		0
	Haiti	1590	1558	3148

C3

<b>Bureau</b>	<b>Mission</b>	<b>CREDIT</b>	<b>NONCRD</b>	<b>Total</b>
	Honduras	587	0	587
	Jamaica	226	216	442
	LAC Region	0		0
	Nicaragua	448		448
	Peru	1554	1666	3220
		<b>10352</b>	<b>4848</b>	<b>15200</b>
	<b>Grand Total:</b>	<b>74315</b>	<b>37043</b>	<b>111358</b>

**Annex D:**  
**Summary of Estimated Microenterprise Funding by Use of Funds, 1997**

# **Summary of Estimated Microenterprise Funding by Use of Funds, 1997 (US\$ '000's)**

<b>Bureau</b>	<b>Mission</b>	<b>CREDIT</b>	<b>NONCRD</b>	<b>Total</b>
<b>AFRICA</b>				
	Africa Regional	200		200
	Cape Verde	410	46	456
	Eritrea	200	0	200
	Ethiopia	205	387	592
	Gambia		550	550
	Ghana		4020	4020
	Guinea	332	69	401
	Guinea_Bissau	50	2750	2800
	Kenya	400	100	500
	Madagascar	189		189
	Mali	610		610
	Mozambique	799	2388	3187
	Namibia	125	0	125
	Niger	612		612
	RSCA	1500		1500
	Senegal		856	856
	South Africa	1143	1320	2463
	Tanzania	1000	250	1250
	Uganda	2184	986	3170
	Zambia		786	786
	Zimbabwe	0	0	0
		<b>9959</b>	<b>14508</b>	<b>24467</b>
<b>ANE</b>				
	Bangladesh	9500	2115	11615
	Cambodia	0	0	0

DI

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<b>Bureau</b>	<b>Mission</b>	<b>CREDIT</b>	<b>NONCRD</b>	<b>Total</b>
	Egypt	15000	0	15000
	Indonesia	747		747
	Jordan	3450	0	3450
	Lebanon	1000		1000
	Morocco	0	1100	1100
	Nepal	1435	400	1835
	Philippines	2973	1000	3973
	Sri Lanka	200	0	200
	West Bank /Gaza	2500		2500
		<b>36805</b>	<b>4615</b>	<b>41420</b>

**BHR/PVC**

Coop Development Pr	800		800
Matching Grants	6237	1319	7556
	<b>7037</b>	<b>1319</b>	<b>8356</b>

**ENI**

Albania	330	670	1000
Armenia	258	277	535
Azerbaijan	563	187	750
Bosnia/Herzegovina	0		0
Bulgaria	10	100	110
Croatia	2500	1000	3500
Czech Republic	0		0
Estonia	0		0
Georgia	588	541	1129
Hungary	1180	400	1580
Kazakstan	560		560
Kyrgystan	915		915
Latvia	0		0

D2

<b>Bureau</b>	<b>Mission</b>	<b>CREDIT</b>	<b>NONCRD</b>	<b>Total</b>
	Lithuania	0		0
	Macedonia	900		900
	Moldova	0		0
	Poland	17528		17528
	Romania	500	1122	1622
	Russia	1000	1139	2139
	Slovakia	1000		1000
	Slovenia	0		0
	Tajikistan	0		0
	Ukraine	0		0
	Uzbekistan	0		0
		<b>27832</b>	<b>5436</b>	<b>33268</b>
<b>Global</b>				
	CIS	0		0
	EM		0	0
	MD	16432	6015	22447
	RHUDO/India	0		0
	WID	0		0
		<b>16432</b>	<b>6015</b>	<b>22447</b>
<b>LAC</b>				
	Bolivia	1800		1800
	Colombia	0		0
	Dominican Republic		699	699
	Ecuador	788	0	788
	El Salvador	3819	0	3819
	Guatemala	900	996	1896
	Guyana	0		0
	Haiti	0	1225	1225

D3

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<b>Bureau</b>	<b>Mission</b>	<b>CREDIT</b>	<b>NONCRD</b>	<b>Total</b>
	Honduras	913	0	913
	Jamaica	123	0	123
	LAC Region	500		500
	Nicaragua	1089		1089
	Peru	5807	1592	7399
		<b>15739</b>	<b>4512</b>	<b>20251</b>
	<b>Grand Total:</b>	<b>113804</b>	<b>36405</b>	<b>150209</b>



**Annex E:**  
**Summary of Actual Microenterprise Funding by Source of Funds, 1996**

## Summary of Actual Microenterprise Funding by Source of Funds, 1996 (US\$ '000's)

Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
<b>AFRICA</b>								
	<b>Africa Regional</b>	<b>800</b>						<b>800</b>
	<b>Cape Verde</b>					<b>0</b>		<b>0</b>
	<b>Eritrea</b>	<b>200</b>						<b>200</b>
	<b>Ethiopia</b>					<b>34</b>		<b>34</b>
	<b>Gambia</b>					<b>276</b>		<b>276</b>
	<b>Ghana</b>	<b>406</b>				<b>2178</b>		<b>2584</b>
	<b>Guinea</b>	<b>500</b>						<b>500</b>
	<b>Guinea_Bissau</b>	<b>1800</b>				<b>775</b>		<b>2575</b>
	<b>Kenya</b>	<b>2000</b>						<b>2000</b>
	<b>Madagascar</b>	<b>229</b>						<b>229</b>
	<b>Mali</b>	<b>0</b>				<b>148</b>		<b>148</b>
	<b>Mozambique</b>	<b>2680</b>				<b>693</b>		<b>3373</b>
	<b>Namibia</b>	<b>712</b>						<b>712</b>
	<b>Niger</b>	<b>715</b>				<b>0</b>		<b>715</b>
	<b>RSCA</b>	<b>0</b>						<b>0</b>
	<b>Senegal</b>					<b>932</b>		<b>932</b>
	<b>South Africa</b>	<b>3781</b>						<b>3781</b>

*E1*

<b>Bureau</b>	<b>Mission</b>	<b>DA</b>	<b>ENI</b>	<b>ESF</b>	<b>FSA</b>	<b>LC</b>	<b>SAI</b>	<b>Total</b>
	<b>El Salvador</b>	<b>2478</b>				<b>0</b>		<b>2478</b>
	<b>Guatemala</b>	<b>108</b>		<b>600</b>		<b>0</b>		<b>708</b>
	<b>Guyana</b>	<b>0</b>						<b>0</b>
	<b>Haiti</b>			<b>3148</b>				<b>3148</b>
	<b>Honduras</b>	<b>587</b>						<b>587</b>
	<b>Jamaica</b>	<b>442</b>						<b>442</b>
	<b>LAC Region</b>	<b>0</b>						<b>0</b>
	<b>Nicaragua</b>	<b>59</b>				<b>389</b>		<b>448</b>
	<b>Peru</b>	<b>2489</b>		<b>0</b>		<b>731</b>		<b>3220</b>
	<b>LAC</b>	<b>10332</b>		<b>3748</b>		<b>1120</b>		<b>15200</b>
	<b>Grand Total:</b>	<b>72912</b>	<b>1660</b>	<b>16136</b>	<b>5429</b>	<b>12225</b>	<b>2996</b>	<b>111358</b>

Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
ANE	Tanzania	0				0		0
	Uganda	2860				184		3044
	Zambia	600						600
	Zimbabwe	350						350
	AFRICA	17633				5220		22853
	Bangladesh	1050				4620		5670
	Cambodia	0		0				0
	Egypt			10000				10000
	Indonesia					0		0
	Jordan			500				500
	Lebanon	0						0
	Morocco	3600						3600
	Nepal	50						50
	Philippines	5146				1265	2000	8411
	Sri Lanka	769				0		769
BHR/PVC	West Bank /Ga			1888				1888
	ANE	10615		12388		5885	2000	30888
	Coop Developm	500						500

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Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
ENI	Matching Grant	7505						7505
	BHR/PVC	8005						8005
	Albania						225	225
	Armenia				553			553
	Azerbaijan				991			991
	Bosnia/Herzegovina	0						0
	Bulgaria						771	771
	Croatia	0						0
	Czech Republic	0						0
	Estonia	0						0
	Georgia				923			923
	Hungary	0						0
	Kazakhstan				0			0
	Kyrgyzstan				487			487
	Latvia	0						0
	Lithuania	0						0
	Macedonia	950						950
	Moldova	0						0
	Poland	33	1660					1693

E3

Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
Global	Romania	1405						1405
	Russia				2475			2475
	Slovakia	0						0
	Slovenia	0						0
	Tajikistan	0						0
	Ukraine	0						0
	Uzbekistan	0						0
	ENI	2388	1660		5429		996	10473
	CIS	0						0
	EM	2800						2800
	MD	20194						20194
	RHUDO/India	300						300
	WID	645						645
LAC	Global	23939						23939
	Bolivia	1775						1775
	Colombia	0						0
	Dominican Rep	1300						1300
	Ecuador	1094						1094

**Annex F:**  
**Summary of Estimated Microenterprise Funding by Source of Funds, 1997**

## Summary of Estimated Microenterprise Funding by Source of Funds, 1997 (US\$ '000's)

Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
<b>AFRICA</b>								
	Africa Regional	200						200
	Cape Verde					456		456
	Eritrea	200						200
	Ethiopia					592		592
	Gambia					550		550
	Ghana	780				3240		4020
	Guinea	401						401
	Guinea_Bissau	2000				800		2800
	Kenya	500						500
	Madagascar	189						189
	Mali	610				0		610
	Mozambique	2524				663		3187
	Namibia	125						125
	Niger	330				282		612
	RSCA	1500						1500
	Senegal					856		856
	South Africa	2463						2463

F1



Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
ANE	Tanzania	250				1000		1250
	Uganda	3170				0		3170
	Zambia	786						786
	Zimbabwe	0						0
	AFRICA	16028				8439		24467
	Bangladesh	1000				10615		11615
	Cambodia	0		0				0
	Egypt			15000				15000
	Indonesia					747		747
	Jordan			3450				3450
	Lebanon	1000						1000
	Morocco	1100						1100
	Nepal	1835						1835
	Philippines	3000				973	0	3973
BHR/PVC	Sri Lanka	200				0		200
	West Bank /Ga			2500				2500
	ANE	8135		20950		12335	0	41420
	Coop Developm	800						800

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Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
ENI	Matching Gran	7556						7556
	BHR/PVC	8356						8356
	Albania						1000	1000
	Armenia				535			535
	Azerbaijan				750			750
	Bosnia/Herzogo	0						0
	Bulgaria						110	110
	Croatia	3500						3500
	Czech Republic	0						0
	Estonia	0						0
	Georgia				1129			1129
	Hungary	1580						1580
	Kazakstan				560			560
	Kyrgystan				915			915
	Latvia	0						0
	Lithuania	0						0
	Macedonia	900						900
	Moldova	0						0
	Poland	188	17340					17528

F3

Bureau	Mission	DA	ENI	ESF	FSA	LC	SAI	Total
Global	Romania	1622						1622
	Russia				2139			2139
	Slovakia	1000						1000
	Slovenia	0						0
	Tajikistan	0						0
	Ukraine	0						0
	Uzbekistan	0						0
	ENI	8790	17340		6028		1110	33268
	CIS	0						0
	EM	0						0
	MD	22447						22447
	RHUDO/India	0						0
	WID	0						0
	Global	22447						22447
LAC	Bolivia	1800						1800
	Colombia	0						0
	Dominican Rep	699						699
	Ecuador	788						788

F4

<b>Bureau</b>	<b>Mission</b>	<b>DA</b>	<b>ENI</b>	<b>ESF</b>	<b>FSA</b>	<b>LC</b>	<b>SAI</b>	<b>Total</b>
	<b>El Salvador</b>	<b>3690</b>				<b>129</b>		<b>3819</b>
	<b>Guatemala</b>	<b>1263</b>		<b>400</b>		<b>233</b>		<b>1896</b>
	<b>Guyana</b>	<b>0</b>						<b>0</b>
	<b>Haiti</b>			<b>1225</b>				<b>1225</b>
	<b>Honduras</b>	<b>913</b>						<b>913</b>
	<b>Jamaica</b>	<b>123</b>						<b>123</b>
	<b>LAC Region</b>	<b>500</b>						<b>500</b>
	<b>Nicaragua</b>	<b>1000</b>				<b>89</b>		<b>1089</b>
	<b>Peru</b>	<b>3496</b>		<b>39</b>		<b>3864</b>		<b>7399</b>
	<b>LAC</b>	<b>14272</b>		<b>1664</b>		<b>4315</b>		<b>20251</b>
	<b>Grand Total:</b>	<b>78028</b>	<b>17340</b>	<b>22614</b>	<b>6028</b>	<b>25089</b>	<b>1110</b>	<b>150209</b>

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**Annex G:**  
**Institutions Receiving USAID Funding in 1996 with Amounts**

## Institutions Receiving USAID Funding in 1996 with Amounts (US\$ '000's)

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
AFRICA	Africa Regional			WOCCU/ARP	CREDIT	\$800
			WOCCU/ARP	WOCCU/Ghana	CREDIT	\$0
			WOCCU/ARP	WOCCU/Kenya	CREDIT	\$0
			WOCCU/ARP	WOCCU/Swaziland	CREDIT	\$0
			WOCCU/ARP	WOCCU/Zimbabwe	CREDIT	\$0
			WOCCU/ARP	WOCCU/Uganda	CREDIT	\$0
						\$800
Africa Regional						\$800
AFRICA	Eritrea			National Council of Negro	NONCRD	\$200
						\$200
Eritrea						\$200
AFRICA	Ethiopia			Faulu/Ethiopia	CREDIT	\$9
				CRS/Ethiopia	CREDIT	\$25
			CRS/Ethiopia	Wonji Catholic Church	CREDIT	\$0
			CRS/Ethiopia	Harerge Catholic Secretari	CREDIT	\$0
			CRS/Ethiopia	Nazareth Children's Cente	CREDIT	\$0
			CRS/Ethiopia	Integrated Holistic Approa	CREDIT	\$0
						\$34
Ethiopia						\$34
AFRICA	Gambia			CRS/Gambia	NONCRD	\$276
						\$276
Gambia						\$276
AFRICA	Ghana	Private Enterprise		Technoserve/Ghana	NONCRD	\$2,178
				Aid-to-Artisans/Ghana	NONCRD	\$150
				Technoserve/Ghana	NONCRD	\$256
						\$2,584
Private Enterprise						\$2,584
Ghana						\$2,584
AFRICA	Guinea		VITA/Guinea	PRIDE/Guinea	NONCRD	\$67
						\$67
AFRICA	Guinea	Agriculture		VITA/Guinea	CREDIT	\$0
			VITA/Guinea	PRIDE/Guinea	CREDIT	\$433
						\$433
Agriculture						\$433
Guinea						\$500

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
AFRICA	Guinea_Bissau			Africare/Guinea Bissau	NONCRD	\$746
				TIPS/Guinea Bissau	NONCRD	\$1,800
			Africare/Guinea Bissau	Quebo Associations	CREDIT	\$5
			Africare/Guinea Bissau	Cubucare Associations	CREDIT	\$13
			Africare/Guinea Bissau	Quitafine Associations	CREDIT	\$11
						\$2,575
Guinea_Bissau						\$2,575
AFRICA	Kenya			DAI/Kenya	CREDIT	\$200
				DAI/Kenya	NONCRD	\$1,800
						\$2,000
Kenya						\$2,000
AFRICA	Madagascar			National Savings Bank/Ma	CREDIT	\$229
						\$229
Madagascar						\$229
AFRICA	Mali			CANEF	CREDIT	\$148
						\$148
Mali						\$148
AFRICA	Mozambique			Project Support/Mozambi	CREDIT	\$160
				PVO/Mozambique	NONCRD	\$342
				CARE/Mozambique	CREDIT	\$9
				Atlas Training Project	NONCRD	\$40
				Africare/Mozambique	CREDIT	\$7
				PVO/Mozambique	CREDIT	\$272
				World Vision/Mozambique	NONCRD	\$345
				CARE/Mozambique	NONCRD	\$171
				TechnoServe/Mozambiqu	NONCRD	\$800
				NGO Support/Mozambiqu	NONCRD	\$125
				CLUSA/Mozambique	NONCRD	\$442
				Africare/Mozambique	NONCRD	\$143
				WOCCU/Mozambique	CREDIT	\$450
				World Vision/Mozambique	CREDIT	\$18
				CLUSA/Mozambique	CREDIT	\$49
						\$3,373
Mozambique						\$3,373
AFRICA	Namibia			LIFE (Living in a Finite En	NONCRD	\$40
				READ (Reaching Out w/E	NONCRD	\$80

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
AFRICA	Namibia			Integrated Rural Develop	CREDIT	\$92
				Nyae Nyae Farmers Coop	CREDIT	\$109
				Caprivi Arts & Culture Ass	CREDIT	\$59
				COSEDA Community Sm	CREDIT	\$66
				Integrated Rural Develop	NONCRD	\$2
				Private Sector Foundation	CREDIT	\$260
				Caprivi Arts & Culture Ass	NONCRD	\$2
				Nyae Nyae Farmers Coop	NONCRD	\$2
						\$712
Namibia						\$712
AFRICA	Niger			WOCCU/Niger	CREDIT	\$715
						\$715
Niger						\$715
AFRICA	Senegal			CNCAS	NONCRD	\$354
				Africare/Senegal	NONCRD	\$578
						\$932
Senegal						\$932
AFRICA	South Africa			Get Ahead Financial Servi	CREDIT	\$605
				World Education/Ntinga M	CREDIT	\$946
				World Education/Ntinga M	NONCRD	\$946
				Volunteers in Technical A	CREDIT	\$1,284
						\$3,781
South Africa						\$3,781
AFRICA	Uganda			COVOL	NONCRD	\$90
				COVOL	CREDIT	\$13
				Cooperative Bank/Uganda	CREDIT	\$113
				IDEA Project	NONCRD	\$883
				FINCA/Uganda	CREDIT	\$1,874
				Cooperative Bank/Uganda	NONCRD	\$71
						\$3,044
Uganda						\$3,044
AFRICA	Zambia			HRDA Clark Atlanta Unive	NONCRD	\$100
				IESC	NONCRD	\$500
						\$600
Zambia						\$600
AFRICA	Zimbabwe			Masvingo-Credit Against	CREDIT	\$100

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Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
AFRICA	Zimbabwe			Zimbabwe Association of	NONCRD	\$250
						\$350
					Zimbabwe	\$350
					AFRICA	\$22,853
ANE	Bangladesh			Agrobased Industries and	NONCRD	\$670
				Agrobased Industries and	CREDIT	\$550
				Women's Enterprise Deve	CREDIT	\$565
				Palli Karma Sahayak Foun	CREDIT	\$3,400
				Women's Enterprise Deve	NONCRD	\$485
			Palli Karma Sahayak Foun	Society for Social Service	CREDIT	\$0
			Palli Karma Sahayak Foun	Gano Kallyan Trust	CREDIT	\$0
			Palli Karma Sahayak Foun	Palli Progoty Sahayak Sa	CREDIT	\$0
			Palli Karma Sahayak Foun	Rural Reconstruction Cen	CREDIT	\$0
			Palli Karma Sahayak Foun	Thangamara Mohila Sabuj	CREDIT	\$0
						\$5,670
					Bangladesh	\$5,670
ANE	Egypt			Mansoura Foundation	CREDIT	\$4,000
				Hurgada Foundation	CREDIT	\$2,000
				Credit Guarantee Corpora	CREDIT	\$4,000
						\$10,000
					Egypt	\$10,000
ANE	Jordan			Save/Jordan	CREDIT	\$500
						\$500
					Jordan	\$500
ANE	Morocco			VITA/AI Amana/Morocco	CREDIT	\$3,600
						\$3,600
					Morocco	\$3,600
ANE	Nepal			IRIS/Nepal	NONCRD	\$50
						\$50
					Nepal	\$50
ANE	Philippines			GOP National Credit Cou	NONCRD	\$2,000
				CRS/Philippines	CREDIT	\$808
				CARE/Philippines	CREDIT	\$457
				TSPI Development Corpor	NONCRD	\$735
				Pearl S. Buck Foundation	CREDIT	\$411
				Microenterprise Access to	CREDIT	\$2,500

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
ANE	Philippines			Office of the Presidential	NONCRD	\$1,500
			CRS/Philippines	Diocese of Dumaguete	CREDIT	\$0
			CRS/Philippines	Diocese of Tagbilaran	CREDIT	\$0
			CRS/Philippines	Diocese of Sorsogon	CREDIT	\$0
			CRS/Philippines	Diocese of San Pablo	CREDIT	\$0
			CRS/Philippines	Diocese of Mati	CREDIT	\$0
			CRS/Philippines	Diocese of Lucena	CREDIT	\$0
			CRS/Philippines	Diocese of Legazpi	CREDIT	\$0
			CRS/Philippines	Diocese of Gumaca	CREDIT	\$0
			CRS/Philippines	Diocese of Calapan	CREDIT	\$0
			CRS/Philippines	Diocese of Borongas	CREDIT	\$0
			CRS/Philippines	Negros Women for Tomorrow	CREDIT	\$0
			CRS/Philippines	Center for Agriculture and	CREDIT	\$0
			CRS/Philippines	Archdiocese of Jaro	CREDIT	\$0
			CRS/Philippines	Archdiocese of Cebu	CREDIT	\$0
			CRS/Philippines	Diocese of Iligan	CREDIT	\$0
						\$8,411
Philippines						\$8,411
ANE	Sri Lanka			SANASA	CREDIT	\$677
				Technology Initiative for th	NONCRD	\$69
				Network of Small Scale S	NONCRD	\$23
						\$769
Sri Lanka						\$769
ANE	West Bank /Gaza			Save/West Bank	CREDIT	\$1,000
				UNRWA	CREDIT	\$500
				YMCA	CREDIT	\$388
						\$1,888
West Bank /Gaza						\$1,888
ANE						\$30,888
BHR/PVC	Coop Development Pro			WOCCU	CREDIT	\$500
				WOCCU/Ecuador	CREDIT	\$0
				WOCCU/Bolivia	CREDIT	\$0
				Rural Credit Union Progra	CREDIT	\$0
						\$500
Coop Development Program						\$500
BHR/PVC	Matching Grants	Accion		Genesis Empresarial/FUN	CREDIT	\$35

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Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
BHR/PVC	Matching Grants	Accion		FUNDAP/PROSEM	CREDIT	\$35
				Banco Solidario/Ecuador	CREDIT	\$32
				FED (Fundacion Ecuatori	CREDIT	\$32
				PRODEM	CREDIT	\$56
				Accion/ACP/Peru	CREDIT	\$79
				Banco Solidario/Bolivia	CREDIT	\$56
<b>Accion</b>						<b>\$325</b>
BHR/PVC	Matching Grants	ADRA		ADRA/Peru	CREDIT	\$400
<b>ADRA</b>						<b>\$400</b>
BHR/PVC	Matching Grants	Childreach/PLAN		PLAN/HG	CREDIT	\$450
<b>Childreach/PLAN</b>						<b>\$450</b>
BHR/PVC	Matching Grants	CRS (SEEP)		CRS/Benin	CREDIT	\$16
				CRS/Senegal	CREDIT	\$26
				CRS/Philippines	CREDIT	\$10
				CRS/Indonesia	CREDIT	\$22
				CRS/El Salvador	CREDIT	\$90
				CRS/Guatemala	CREDIT	\$36
<b>CRS (SEEP)</b>						<b>\$200</b>
BHR/PVC	Matching Grants	FINCA		FINCA/Mexico	CREDIT	\$109
				FINCA/Ecuador	CREDIT	\$109
				FINCA/Guatemala	CREDIT	\$109
				FINCA/Nicaragua	CREDIT	\$109
				FINCA/Dominican Republ	CREDIT	\$109
				FINCA/Uganda	CREDIT	\$109
				FINCA/El Salvador	CREDIT	\$108
				FINCA/Costa Rica	CREDIT	\$109
			ANDI/COVELO	FINCA/Honduras	CREDIT	\$109
<b>FINCA</b>						<b>\$980</b>
BHR/PVC	Matching Grants	Food for the Hungry Int		Faulu/Kenya	CREDIT	\$141
				Faulu/Region	CREDIT	\$51
				Faulu/Uganda	CREDIT	\$108
<b>Food for the Hungry International (Faulu)</b>						<b>\$300</b>
BHR/PVC	Matching Grants	Freedom from Hunger		FFH/RCPB/Burkina Faso	CREDIT	\$35
				FFH/FOCCAS/Uganda	CREDIT	\$7
				FFH/FUCEC/Togo	CREDIT	\$20
				FFH/Nyesigiso/Mali	CREDIT	\$74

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Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
BHR/PVC	Matching Grants	Freedom from Hunger		FFH/Kafo Jiginew/Mali	CREDIT	\$59
				WWBG/MASU	CREDIT	\$0
				Nsoatreman Rural Bank	CREDIT	\$28
				Lower Pra Rural Bank	CREDIT	\$29
				Nandom Rural Bank	CREDIT	\$29
				FFH/CRECER/Bolivia	CREDIT	\$190
				Brakwe-Bremen Rural Ba	CREDIT	\$29
Freedom from Hunger						\$600
BHR/PVC	Matching Grants	Institute for Developme		Institute for Development	NONCRD	\$426
Institute for Development Research						\$426
BHR/PVC	Matching Grants	Katalysis		Katalysis/BEST/Belize	CREDIT	\$56
				Katalysis/Guatemala	CREDIT	\$181
			Katalysis/Guatemala	Cooperacion para el Desa	CREDIT	\$56
			Katalysis/Guatemala	Asociacion de Mujeres en	CREDIT	\$57
Katalysis						\$350
BHR/PVC	Matching Grants	OIC International		OIC International	NONCRD	\$1,000
OIC International						\$1,000
BHR/PVC	Matching Grants	Project Hope		Project Hope/Ecuador	CREDIT	\$97
				Project Hope/Ecuador	NONCRD	\$157
			ANDI/COVELO	Project Hope/Honduras	CREDIT	\$120
Project Hope						\$374
BHR/PVC	Matching Grants	Save the Children		Save/Mali	CREDIT	\$0
				Save/Lebanon	CREDIT	\$0
				Save/Bangladesh	CREDIT	\$100
				Save/El Salvador	CREDIT	\$109
				Save/Ethiopia	CREDIT	\$91
				Save/Mozambique	CREDIT	\$109
				Save/Mali -group	CREDIT	\$6
			Save/Mali	Faso Jugui	CREDIT	\$5
			Save/Mali	Jigiyaso	CREDIT	\$5
Save the Children						\$426
BHR/PVC	Matching Grants	TechnoServe		TechnoServe	NONCRD	\$800
TechnoServe						\$800
BHR/PVC	Matching Grants	World Vision Relief and		WV/SEDA/Tanzania	CREDIT	\$217
				WV/MED-Net/Uganda	CREDIT	\$216
				WV/ASODECO/Peru	CREDIT	\$217

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
				World Vision Relief and Development		\$660
BHR/PVC	Matching Grants	WRC		WRC/Mozambique	CREDIT	\$115
				WRC/Burkina Faso	CREDIT	\$95
			ANDI/COVELO	WRC/Honduras	CREDIT	\$115
				WRC		\$325
				Matching Grants		\$7,505
				BHR/PVC		\$8,005
ENI	Albania			DAI/ SMEDA Project	NONCRD	\$225
						\$225
				Albania		\$225
ENI	Armenia			World Vision/Armenia	CREDIT	\$415
				Save/Armenia	NONCRD	\$69
				ADRA/Armenia	NONCRD	\$69
						\$553
				Armenia		\$553
ENI	Azerbaijan			VOCA/Azerbaijan	NONCRD	\$248
				World Vision/Azerbaijan	CREDIT	\$743
						\$991
				Azerbaijan		\$991
ENI	Bulgaria			OI/Bulgaria	NONCRD	\$101
				Nachala Foundation	CREDIT	\$670
						\$771
				Bulgaria		\$771
ENI	Georgia			World Vision/Georgia	CREDIT	\$120
				ACDI/Georgia	CREDIT	\$122
				VOCA/Georgia	NONCRD	\$176
				CARE/Georgia	NONCRD	\$176
				International Orthodox Chr	CREDIT	\$188
				UMCOR (United Methodis	CREDIT	\$141
						\$923
				Georgia		\$923
ENI	Kyrgystan			FINCA/Kyrgyzstan	CREDIT	\$487
						\$487
				Kyrgystan		\$487
ENI	Macedonia		OI/Macedonia	H.A. Moznosti	CREDIT	\$950
						\$950

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
<b>Macedonia</b>						<b>\$950</b>
ENI	Poland			Women in Rural Enterpris	CREDIT	\$33
				Fundusz Micro	CREDIT	\$1,660
						<b>\$1,693</b>
<b>Poland</b>						<b>\$1,693</b>
ENI	Romania			VOCA/ACDI/Romania	NONCRD	\$0
				EMED	NONCRD	\$0
				Peace Corps	NONCRD	\$0
				WSU Small Business Ce	NONCRD	\$0
				WV/CAPA/Romania	CREDIT	\$300
				Citizens Democracy Corp	NONCRD	\$0
				Micro/Romania	NONCRD	\$1,105
				Aid to Artisans	NONCRD	\$0
						<b>\$1,405</b>
<b>Romania</b>						<b>\$1,405</b>
ENI	Russia			OI/Russia	NONCRD	\$239
				OI/Russia	NONCRD	\$225
				Foundation for Democracy	CREDIT	\$1,300
			OI/Russia	OI/Soprichastnost	CREDIT	\$400
			OI/Russia	OI/Vozmozhnost	CREDIT	\$311
						<b>\$2,475</b>
<b>Russia</b>						<b>\$2,475</b>
<b>ENI</b>						<b>\$10,473</b>
Global	EM			Institute for Liberty and De	NONCRD	\$2,700
				Seminars	NONCRD	\$100
						<b>\$2,800</b>
<b>EM</b>						<b>\$2,800</b>
Global	MD	AIMS		AIMS	NONCRD	\$1,229
<b>AIMS</b>						<b>\$1,229</b>
Global	MD	IGP		ACCION/GAIM	CREDIT	\$1,000
				Katalysis/ODEF/Hondura	CREDIT	\$853
				FINCA/Kyrgyzstan	CREDIT	\$1,100
				World Relief/Cambodia	CREDIT	\$1,500
			MEDA	MEDA/Phakama Economi	CREDIT	\$1,049
			MEDA	MEDA/CHISPA	CREDIT	\$1,050
			VOCA/Kazakstan	VOCA/Kazakstan Commu	CREDIT	\$950

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
IGP						\$7,602
Global	MD	IPA/VTECH		Microenterprise Innovation	NONCRD	\$155
IPA/VTECH						\$155
Global	MD	MBP		Microenterprise Best Prac	NONCRD	\$1,439
MBP						\$1,439
Global	MD	MicroServe		MicroServe	NONCRD	\$560
MicroServe						\$560
Global	MD	PRIME		Volunteers in Technical A	NONCRD	\$499
				IRIS/Nepal	NONCRD	\$100
				ProMujer/Nicaragua	CREDIT	\$400
				CRS/Nicaragua	CREDIT	\$50
				FINCA/Nicaragua	CREDIT	\$50
				OI/ASODENIC	CREDIT	\$50
				CARE/Peru	CREDIT	\$200
				FINCA/Peru	CREDIT	\$200
				Volunteers in Technical A	CREDIT	\$101
				CRS/Peru	CREDIT	\$0
				Janashakthi/Sri Lanka	CREDIT	\$500
				FFH/FOCCAS/Uganda	CREDIT	\$50
				UGAFODE/Uganda	CREDIT	\$50
				FINCA/Malawi	CREDIT	\$300
				Gerry Roxas Foundation	CREDIT	\$0
				TSPI Development Corpor	CREDIT	\$200
				CRS/EI Salvador	CREDIT	\$283
				UCC/Cambodia	NONCRD	\$10
				ENLACE/Ecuador	CREDIT	\$700
				FUCARE/Ecuador	CREDIT	\$500
				FINCA/Ecuador	CREDIT	\$100
				VITA/AI Amana/Morocco	CREDIT	\$500
				CRS/Cambodia	NONCRD	\$150
				Project Hope/Ecuador	CREDIT	\$100
				CRS/Ecuador	CREDIT	\$100
				Institute of Private Enterpr	CREDIT	\$350
				FUNADEH/Honduras	CREDIT	\$250
				KREP/Kenya	CREDIT	\$500
				FIE/Bolivia	CREDIT	\$500

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
Global	MD	PRIME		Acleda/Cambodia	CREDIT	\$240
				CECI/Nepal	NONCRD	\$200
			Accion/Nicaragua	Accion/FAMA	CREDIT	\$50
			CECI/Nepal	Community Welfare Devel	CREDIT	\$100
			CECI/Nepal	SAPPROS	CREDIT	\$100
			CRS PERU	IDEAS	CREDIT	\$33
			CRS PERU	SOLIDARIDAD	CREDIT	\$35
			CRS PERU	EDUCA	CREDIT	\$33
			CRS PERU	ARAWIWA	CREDIT	\$33
			CRS PERU	ALTERNATIVA	CREDIT	\$33
			CRS PERU	Caritas-COBIS	CREDIT	\$33
			CRS/Cambodia	Svay Rieng Community D	NONCRD	\$0
			CRS/Cambodia	Cambodian Health Commi	NONCRD	\$0
			CRS/Cambodia	Arun Reah Organization	NONCRD	\$0
			CRS/Nicaragua	CARITAS Matagalpa	CREDIT	\$0
			CRS/Nicaragua	CARITAS Jinotega	CREDIT	\$0
			CRS/Nicaragua	Asociacion Soya de Nica	CREDIT	\$0
			Gerry Roxas Foundation	Kahublagan Sang Panima	CREDIT	\$175
			Gerry Roxas Foundation	Antique Development Fou	CREDIT	\$175
			Gerry Roxas Foundation	Uswag Development Foun	CREDIT	\$175
			Gerry Roxas Foundation	Capiz Women Inc.	CREDIT	\$175
			IRIS/Nepal	NIRDHAN	CREDIT	\$100
			IRIS/Nepal	Centre for Self-Help Devel	CREDIT	\$100
PRIME						\$8,583
Global	MD	PSA/Peace Corps		Microenterprise Innovation	NONCRD	\$158
PSA/Peace Corps						\$158
Global	MD	RSSA/USDA		Microenterprise Innovation	NONCRD	\$568
RSSA/USDA						\$568
MD						\$20,194
Global	RHUDO/India			FWWB	CREDIT	\$100
				SEWA	CREDIT	\$100
				Youth Charitable Organiza	CREDIT	\$100
						\$300
RHUDO/India						\$300
Global	WID			FWWB	CREDIT	\$645
						\$645



Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
						<b>WID</b>
						<b>\$645</b>
						<b>Global</b>
						<b>\$23,939</b>
<b>LAC</b>	<b>Bolivia</b>			Support Project/Bolivia	CREDIT	\$625
				Sartawi	CREDIT	\$10
				ProMujer/Bolivia	CREDIT	\$100
				PRODEM	CREDIT	\$40
				Superintendency of Banks	CREDIT	\$200
				FIE/Bolivia	CREDIT	\$150
				Fundacion Agrocapital	CREDIT	\$650
				FUNDAPRO	CREDIT	\$0
						<b>\$1,775</b>
						<b>Bolivia</b>
						<b>\$1,775</b>
<b>LAC</b>	<b>Dominican Republic</b>			Centro de Apoyo de las Mi	NONCRD	\$1,114
				Dominican Rehabilitation	NONCRD	\$130
				PVO Project Support/DR	NONCRD	\$56
						<b>\$1,300</b>
						<b>Dominican Republic</b>
						<b>\$1,300</b>
<b>LAC</b>	<b>Ecuador</b>			ENLACE/Ecuador	CREDIT	\$500
				FUCARE/Ecuador	CREDIT	\$300
				DAI	CREDIT	\$64
				Corpomicro	CREDIT	\$67
				Banco Solidario/Ecuador	CREDIT	\$62
				MicroSupport/Ecuador	CREDIT	\$101
						<b>\$1,094</b>
						<b>Ecuador</b>
						<b>\$1,094</b>
<b>LAC</b>	<b>El Salvador</b>			CRECER	CREDIT	\$1,296
				REDES	CREDIT	\$197
				PROPEMI	CREDIT	\$700
				FUSADAR	CREDIT	\$285
						<b>\$2,478</b>
						<b>El Salvador</b>
						<b>\$2,478</b>
<b>LAC</b>	<b>Guatemala</b>			Conservation International	NONCRD	\$63
				CECI/BANDESA	CREDIT	\$240
				CARE/Guatemala	NONCRD	\$15
				Cooperative Housing Fou	CREDIT	\$0
				Rodale Institute	NONCRD	\$30

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
LAC	Guatemala		Cooperative Housing Fou	CESIDE	CREDIT	\$360
						\$708
					Guatemala	\$708
LAC	Haiti			SHALE	NONCRD	\$12
				TURBO Systems/ Action f	NONCRD	\$14
				Business and Communica	NONCRD	\$23
				Caribbean Handicrafts	NONCRD	\$27
				Center for Management a	NONCRD	\$10
				DAI/Haiti	CREDIT	\$1,590
				DAI/Haiti	NONCRD	\$1,447
				INDEPCO	NONCRD	\$25
			DAI/Haiti	PWOFOD	CREDIT	\$0
			DAI/Haiti	Haitian Development Foun	CREDIT	\$0
			DAI/Haiti	FONDESPOIR	CREDIT	\$0
			DAI/Haiti	FODEPE	CREDIT	\$0
			DAI/Haiti	Banque Intercontinentale	CREDIT	\$0
			DAI/Haiti	Banque de l'Union Haitien	CREDIT	\$0
			DAI/Haiti	CRS/Haiti	CREDIT	\$0
			DAI/Haiti	ACME	CREDIT	\$0
			DAI/Haiti	ACLAM	CREDIT	\$0
						\$3,148
					Haiti	\$3,148
LAC	Honduras			ANDI/COVELO	CREDIT	\$12
				FUNADEH/Honduras	CREDIT	\$500
			ANDI/COVELO	WRC/Honduras	CREDIT	\$15
			ANDI/COVELO	Instituto para el Desarrollo	CREDIT	\$15
			ANDI/COVELO	Project Hope/Honduras	CREDIT	\$15
			ANDI/COVELO	Familia y Medio Ambiente	CREDIT	\$15
			ANDI/COVELO	Hermanidad de Honduras	CREDIT	\$0
			ANDI/COVELO	Organizacion para el Des	CREDIT	\$0
			ANDI/COVELO	FINCA/Honduras	CREDIT	\$15
						\$587
					Honduras	\$587
LAC	Jamaica			McFarlane Associate	NONCRD	\$66
				National Development Fou	NONCRD	\$31
				Weidemann Associates	NONCRD	\$119

Bureau	Mission	Office	Umbrella	Org_Name	Ob_Function	Obligation Amount
LAC	Jamaica			Workers Bank	CREDIT	\$208
				Kingston Cooperative Cre	CREDIT	\$18
						\$442
Jamaica						\$442
LAC	Nicaragua			Fundacion Leon 2000	CREDIT	\$139
				Fundacion Jose Niebrows	CREDIT	\$111
				ASODERI	CREDIT	\$139
				FINCA/Nicaragua	CREDIT	\$59
						\$448
Nicaragua						\$448
LAC	Peru			ADRA/Peru	CREDIT	\$283
				ADEX	CREDIT	\$70
				PACT/Peru	CREDIT	\$21
				PRISMA	CREDIT	\$314
				CARE/Peru (LC)	CREDIT	\$134
				ADEX	NONCRD	\$1,486
				CRS/Peru	CREDIT	\$0
				FINCA/Peru	CREDIT	\$100
				CARE/Peru	CREDIT	\$200
				LA Voz de la Mujer	CREDIT	\$2
				CARE/Peru	NONCRD	\$180
			ADEX	APEMIPE	CREDIT	\$70
			ADEX	EDPYMES CREDINPET	CREDIT	\$70
			ADEX	IDESI	CREDIT	\$70
			ADEX	FOGAPI	CREDIT	\$70
			CRS PERU	ARAWIWA	CREDIT	\$25
			CRS PERU	SOLIDARIDAD	CREDIT	\$25
			CRS PERU	IDEAS	CREDIT	\$25
			CRS PERU	CARITAS-COBIS	CREDIT	\$25
			CRS PERU	ALTERNATIVA	CREDIT	\$25
			CRS PERU	EDUCA	CREDIT	\$25
						\$3,220
Peru						\$3,220
LAC						\$15,200
Grand Total:						\$111,358

Annex H:  
Microcredit Institutions with Portfolio Data, 1996

## Microcredit Institutions with Portfolio Data, 1996

Region	Country	Organization Name	Borrowers	Portfolio US\$	Percent Women	Arrears	Loan Loss
AFRICA	Benin	CRS/Benin	2,524	100,487	83.00%	1.00%	0.00%
		<b>Benin</b>	<b>2,524</b>	<b>100,487</b>			
AFRICA	Burkina Faso	FFH/RCPB/Burkina Fa	8,812	476,708	100.00%	0.00%	2.00%
		WRC/Burkina Faso	3,401	176,764	88.00%	3.00%	1.70%
		<b>Burkina Faso</b>	<b>12,213</b>	<b>653,472</b>			
AFRICA	Ethiopia	CRS/Ethiopia	560	8,986	100.00%	2.00%	0.00%
		Faulu/Ethiopia	80	1,994	16.70%	3.00%	0.00%
		<b>Ethiopia</b>	<b>640</b>	<b>10,980</b>			
AFRICA	Ghana	Brakwe-Bremen Rural	1,104	53,103	100.00%	0.00%	2.00%
		Lower Pra Rural Bank	878	59,416	100.00%	0.00%	2.00%
		Nandom Rural Bank	684	26,978	100.00%	0.00%	2.00%
		<b>Ghana</b>	<b>2,666</b>	<b>139,497</b>			
AFRICA	Guinea	PRIDE/Guinea	9,385	1,287,402	69.00%	0.00%	2.00%
		<b>Guinea</b>	<b>9,385</b>	<b>1,287,402</b>			
AFRICA	Guinea Bissau	Africare/Guinea Bissa	496	7,601	75.00%	0.00%	0.00%
		<b>Guinea Bissau</b>	<b>496</b>	<b>7,601</b>			
AFRICA	Kenya	Faulu/Kenya	2,482	720,249	53.00%	0.39%	0.00%
		KREP/Kenya	11,195	4,883,000	60.00%	14.00%	10.00%
		<b>Kenya</b>	<b>13,677</b>	<b>5,603,249</b>			
AFRICA	Malawi	FINCA/Malawi	6,083	373,818	100.00%	0.00%	0.00%
		<b>Malawi</b>	<b>6,083</b>	<b>373,818</b>			
AFRICA	Mali	CANEF	6,558	384,832	100.00%	0.00%	0.00%
		Faso Jugui	336	103,987	29.00%	5.00%	8.60%
		FFH/Kafo Jiginew/Mali	4,814	140,220	100.00%	0.00%	2.00%
		FFH/Nyesigiso/Mali	4,898	323,330	100.00%	0.00%	0.00%
		Jigiyaso	105	17,000	100.00%	0.00%	0.00%
		Save/Mali -group	2,178	50,082	100.00%	0.00%	0.00%
		<b>Mali</b>	<b>18,889</b>	<b>1,019,451</b>			
AFRICA	Mozambique	WRC/Mozambique	2,147	57,617	80.00%	6.00%	0.00%
		<b>Mozambique</b>	<b>2,147</b>	<b>57,617</b>			
AFRICA	Namibia	COSEDA Community	144	21,835	0.00%	15.00%	10.00%
		Private Sector Foundat	1,922	215,745	80.00%	25.00%	15.00%
		<b>Namibia</b>	<b>2,066</b>	<b>237,580</b>			

Region	Country	Organization Name	Borrowers	Portfolio US\$	Percent Women	Arrears	Loan Loss
AFRICA	Niger	WOCCU/Niger	1,144	234,677	40.00%	0.00%	0.00%
	Niger		1,144	234,677			
AFRICA	Senegal	CRS/Senegal	3,490	299,292	97.20%	0.00%	0.00%
	Senegal		3,490	299,292			
AFRICA	South Africa	Get Ahead Financial S	9,491	1,458,689	92.00%	11.20%	11.20%
	South Africa		9,491	1,458,689			
AFRICA	Tanzania	WV/SEDA/Tanzania	348	100,000	80.00%	2.00%	1.50%
	Tanzania		348	100,000			
AFRICA	Togo	FFH/FUCEC/Togo	1,065	38,407	100.00%	0.00%	2.00%
	Togo		1,065	38,407			
AFRICA	Uganda	COVOL	1,125	14,975	56.00%	0.00%	0.00%
		Faulu/Uganda	897	139,770	72.00%	8.98%	0.00%
		FINCA/Uganda	3,324	210,420	99.00%	4.60%	0.00%
		UGAFODE/Uganda	140	28,200	90.00%	0.00%	0.00%
	Uganda		5,486	393,365			
AFRICA	Zimbabwe	Masvingo-Credit Again	295	10,000	97.00%	24.00%	0.00%
		MEDA/Phakama Econ	1,040	75,462	68.00%	17.00%	0.00%
	Zimbabwe		1,335	85,462			
	AFRICA		93,145	12,101,045			
ANE	Bangladesh	Agrobased Industries	74,608	43,300,000	95.60%	0.00%	0.00%
		Women's Enterprise D	21,163	27,210,000	100.00%	0.00%	0.00%
	Bangladesh		95,771	70,510,000			
ANE	Cambodia	CRS/Cambodia	1,909	80,019	100.00%	0.02%	0.00%
		World Relief/Cambodi	5,445	228,691	100.00%	2.30%	0.10%
	Cambodia		7,354	308,710			
ANE	India	FWWB	6,600	702,551	100.00%	1.30%	0.00%
		Youth Charitable Orga	1,995	333,648	96.00%	0.00%	2.00%
	India		8,595	1,036,199			
ANE	Indonesia	CRS/Indonesia	10,505	441,223	85.60%	16.00%	18.75%
	Indonesia		10,505	441,223			
ANE	Jordan	Save/Jordan	1,187	144,471	100.00%	0.00%	0.00%
	Jordan		1,187	144,471			
ANE	Lebanon	Save/Lebanon	980	176,439	100.00%	0.00%	0.00%
	Lebanon		980	176,439			
ANE	Nepal	Centre for Self-Help D	5,241	166,911	100.00%	0.00%	0.00%
		Community Welfare D	570	6,804	20.00%	0.00%	0.00%
		NIRDHAN	5,257	270,625	100.00%	0.62%	0.00%

Region	Country	Organization Name	Borrowers	Portfolio US\$	Percent Women	Arrears	Loan Loss
ANE	Nepal	SAPPROS	1,269	8,480	16.00%	0.00%	0.00%
	<b>Nepal</b>		<b>12,337</b>	<b>452,819</b>			
ANE	Philippines	CARE/Philippines	4,082	1,006,129	81.00%	6.40%	0.20%
		CRS/Philippines	11,561	864,355	96.80%	19.60%	13.11%
		Gerry Roxas Foundatio	3,131	915,385	71.00%	3.00%	6.00%
		TSPI Development Co	5,956	3,280,769	73.00%	5.30%	0.00%
	<b>Philippines</b>		<b>24,730</b>	<b>6,066,638</b>			
ANE	Sri Lanka	Janashakthi/Sri Lanka	17,726	1,061,172	100.00%	7.00%	3.00%
		SANASA	280,000	38,244,647	51.00%	15.00%	0.00%
	<b>Sri Lanka</b>		<b>297,726</b>	<b>39,305,819</b>			
ANE	West Bank/Gaza	Save/West Bank	749	122,166	100.00%	0.00%	0.00%
		UNRWA	1,778	1,378,927	66.00%	2.00%	0.00%
		YMCA	78	204,060	6.40%	5.46%	0.34%
	<b>West Bank/Gaza</b>		<b>2,605</b>	<b>1,705,153</b>			
	<b>ANE</b>		<b>461,790</b>	<b>120,147,470</b>			
ENI	Bulgaria	Nachala Foundation	248	926,568	25.00%	10.00%	5.00%
	<b>Bulgaria</b>		<b>248</b>	<b>926,568</b>			
ENI	Georgia	ACDI/Georgia	26	148,000	0.00%	0.00%	0.00%
	<b>Georgia</b>		<b>26</b>	<b>148,000</b>			
ENI	Kyrgyzstan	FINCA/Kyrgyzstan	2,599	66,652	84.00%	14.00%	0.00%
	<b>Kyrgyzstan</b>		<b>2,599</b>	<b>66,652</b>			
ENI	Macedonia	H.A. Moznosti	34	137,860	10.00%	0.00%	0.00%
	<b>Macedonia</b>		<b>34</b>	<b>137,860</b>			
ENI	Poland	Fundusz Micro	1,687	2,184,310	37.00%	2.00%	0.95%
		Women in Rural Enter	201	375,609	27.00%	0.00%	2.00%
	<b>Poland</b>		<b>1,888</b>	<b>2,559,919</b>			
ENI	Romania	WV/CAPA/Romania	138	900,215	20.00%	7.00%	3.68%
	<b>Romania</b>		<b>138</b>	<b>900,215</b>			
ENI	Russia	OI/Soprichastnost	60	194,439	45.00%	9.00%	7.00%
		OI/Vozmozhnost	400	539,705	88.00%	6.00%	3.00%
	<b>Russia</b>		<b>460</b>	<b>734,144</b>			
	<b>ENI</b>		<b>5,393</b>	<b>5,473,358</b>			
LAC	Belize	Katalysis/BEST/Belize	250	65,330	96.00%	48.00%	0.00%
	<b>Belize</b>		<b>250</b>	<b>65,330</b>			
LAC	Bolivia	Banco Solidario/Bolivia	71,745	47,448,000	69.00%	1.24%	0.44%
		FFH/CRECER/Bolivia	5,905	680,000	100.00%	0.00%	2.00%
		FIE/Bolivia	14,039	7,694,325	95.00%	1.08%	0.60%

Region	Country	Organization Name	Borrowers	Portfolio US\$	Percent Women	Arrears	Loan Loss
LAC	Bolivia	Fundacion Agrocapital	3,960	8,987,239	65.00%	1.09%	0.82%
		PRODEM	27,484	8,284,259	65.00%	1.00%	0.50%
		ProMujer/Bolivia	9,246	1,059,890	98.00%	0.41%	0.00%
		Sartawi	4,135	1,536,023	39.00%	3.05%	0.05%
		WOCCU/Bolivia	5,825	9,556,249	0.00%	7.54%	4.80%
	<b>Bolivia</b>		<b>142,339</b>	<b>85,245,985</b>			
LAC	Ecuador	Banco Solidario/Ecuad	3,539	9,890,607	0.00%	7.36%	3.93%
		CRS/Ecuador	3,271	500,000	68.00%	0.00%	0.00%
		ENLACE/Ecuador	2,261	2,300,000	40.00%	8.00%	0.00%
		FED (Fundacion Ecuat	11,607	2,971,243	60.00%	10.00%	3.12%
		FINCA/Ecuador	3,010	334,000	100.00%	0.00%	0.00%
		Project Hope/Ecuador	5,227	550,325	100.00%	0.00%	0.00%
		WOCCU/Ecuador	73,126	7,624,806	39.40%	15.80%	12.60%
	<b>Ecuador</b>		<b>102,041</b>	<b>24,170,981</b>			
LAC	El Salvador	CRECER	18,354	6,196,697	0.00%	34.00%	18.90%
		CRS/El Salvador	8,295	811,576	83.40%	0.00%	17.39%
		FINCA/El Salvador	14,709	1,128,114	84.00%	5.29%	0.00%
		PROPEMI	1,988	10,290	40.00%	7.00%	0.00%
		REDES	1,600	206,966	91.00%	32.00%	0.00%
	<b>El Salvador</b>		<b>44,946</b>	<b>8,353,643</b>			
LAC	Guatemala	Asociacion de Mujeres	195	43,307	100.00%	5.00%	0.00%
		CESIDE	56	50,000	10.00%	0.00%	0.00%
		Cooperacion para el D	703	115,263	90.00%	10.00%	0.00%
		CRS/Guatemala	1,998	190,149	78.00%	0.10%	0.30%
		FUNDAP/PROSEM	7,896	1,395,582	18.00%	29.00%	0.00%
		Genesis Empresarial/F	14,063	7,086,937	30.00%	14.00%	3.25%
	<b>Guatemala</b>		<b>24,911</b>	<b>8,881,238</b>			
LAC	Guyana	Institute of Private Ent	1,413	5,215,640	45.00%	28.37%	5.00%
	<b>Guyana</b>		<b>1,413</b>	<b>5,215,640</b>			
LAC	Haiti	DAI/Haiti	776	60,462	98.00%	5.00%	0.00%
	<b>Haiti</b>		<b>776</b>	<b>60,462</b>			
LAC	Honduras	ANDI/COVELO	3,119	693,420	64.00%	1.15%	0.00%
		Familia y Medio Ambie	2,161	175,700	100.00%	2.00%	0.00%
		FINCA/Honduras	13,670	1,460,330	88.00%	0.02%	0.02%
		FUNADEH/Honduras	4,166	2,757,109	65.00%	7.50%	2.50%
		Hermanidad de Hondur	1,746	540,848	37.00%	1.09%	4.01%
		Instituto para el Desarr	2,205	256,800	92.00%	6.90%	10.40%



Region	Country	Organization Name	Borrowers	Portfolio US\$	Percent Women	Arrears	Loan Loss
LAC	Honduras	Katalysis/ODEF/Hond	4,954	1,354,173	70.00%	14.00%	5.00%
		Organizacion para el D	4,021	1,429,929	64.00%	3.09%	0.01%
		Project Hope/Hondura	1,830	238,492	100.00%	0.59%	0.00%
		WRC/Honduras	8,587	897,579	100.00%	2.00%	4.00%
	<b>Honduras</b>		<b>46,459</b>	<b>9,804,380</b>			
LAC	Jamaica	Kingston Cooperative	62	327,664	31.00%	0.00%	0.00%
		Workers Bank	82	23,361	57.00%	0.00%	0.00%
	<b>Jamaica</b>		<b>144</b>	<b>351,025</b>			
LAC	Mexico	FINCA/Mexico	2,077	99,493	95.00%	11.67%	0.00%
	<b>Mexico</b>		<b>2,077</b>	<b>99,493</b>			
LAC	Nicaragua	Accion/FAMA	1,474	525,813	72.00%	3.44%	0.00%
		CRS/Nicaragua	1,860	367,370	78.00%	4.70%	0.00%
		FINCA/Nicaragua	2,208	489,528	100.00%	0.00%	0.00%
		MEDA/CHISPA	4,410	914,824	60.00%	3.30%	2.20%
		OI/ASODENIC	1,012	173,000	81.00%	7.00%	0.00%
		Rural Credit Union Pro	1,814	190,947	0.00%	12.70%	8.60%
	<b>Nicaragua</b>		<b>12,778</b>	<b>2,661,482</b>			
LAC	Peru	Accion/ACP/Peru	26,768	9,673,051	59.00%	4.50%	0.00%
		ALTERNATIVA	291	43,502	90.00%	0.00%	0.00%
		APEMIPE	159	155,632	5.00%	20.00%	25.00%
		ARAWIWA	503	72,405	75.00%	0.00%	0.00%
		CARE/Peru	2,350	208,814	100.00%	1.00%	1.00%
		CARE/Peru (LC)	1,520	212,800	100.00%	2.57%	1.00%
		CARITAS-COBIS	519	79,561	88.00%	2.80%	0.00%
		EDPYMES CREDINP	2,079	22,502	34.10%	6.69%	0.00%
		EDUCA	154	31,765	83.00%	0.00%	0.00%
		FINCA/Peru	1,267	128,988	100.00%	1.00%	1.00%
		FOGAPI	278	1,685,784	7.00%	42.00%	0.00%
		IDEAS	207	40,340	92.00%	1.60%	0.00%
		IDESI	5,478	6,069,000	41.00%	4.60%	2.60%
		PRISMA	898	271,440	69.80%	5.60%	12.85%
		SOLIDARIDAD	459	80,212	85.00%	0.50%	0.00%
		WV/ASODECO/Peru	262	140,000	30.00%	18.00%	0.00%
	<b>Peru</b>		<b>43,192</b>	<b>18,916,796</b>			
	<b>LAC</b>		<b>421,326</b>	<b>163,825,455</b>			
<b>Grand Total:</b>							
			<b>981,654</b>	<b>301,547,330</b>			

**Annex I:**  
**Microcredit institutions with Poverty Lending Ratings, 1996**

## Microcredit Institutions with Poverty Lending Ratings, 1996

Region	Country	Organization Name	Portfolio US\$	PL Amount US\$	PL Rating
AFRICA	Benin	CRS/Benin	100,487	100,487	100.00%
		<b>Benin</b>	<b>100,487</b>	<b>100,487</b>	
AFRICA	Burkina Faso	FFH/RCPB/Burkina Faso	476,708	476,708	100.00%
		WRC/Burkina Faso	176,764	176,764	100.00%
		<b>Burkina Faso</b>	<b>653,472</b>	<b>653,472</b>	
AFRICA	Ethiopia	CRS/Ethiopia	8,986	8,986	100.00%
		Faulu/Ethiopia	1,994	1,994	100.00%
		<b>Ethiopia</b>	<b>10,980</b>	<b>10,980</b>	
AFRICA	Ghana	Brakwe-Bremen Rural Bank	53,103	53,103	100.00%
		Lower Pra Rural Bank	59,416	59,416	100.00%
		Nandom Rural Bank	26,978	26,978	100.00%
		<b>Ghana</b>	<b>139,497</b>	<b>139,497</b>	
AFRICA	Guinea	PRIDE/Guinea	1,287,402	1,202,800	93.43%
		<b>Guinea</b>	<b>1,287,402</b>	<b>1,202,800</b>	
AFRICA	Guinea Bissau	Africare/Guinea Bissau	7,601	7,601	100.00%
		<b>Guinea Bissau</b>	<b>7,601</b>	<b>7,601</b>	
AFRICA	Kenya	Faulu/Kenya	720,249	164,361	22.82%
		KREP/Kenya	4,883,000	127,986	2.62%
		<b>Kenya</b>	<b>5,603,249</b>	<b>292,347</b>	
AFRICA	Malawi	FINCA/Malawi	373,818	373,818	100.00%
		<b>Malawi</b>	<b>373,818</b>	<b>373,818</b>	
AFRICA	Mali	CANEF	384,832	384,832	100.00%
		Faso Jugui	103,987	103,987	100.00%
		FFH/Kafo Jiginew/Mali	140,220	140,220	100.00%
		FFH/Nyesigiso/Mali	323,330	323,330	100.00%
		Jigiyaso	17,000	12,000	70.59%
		Save/Mali -group	50,082	28,618	57.14%
		<b>Mali</b>	<b>1,019,461</b>	<b>992,987</b>	
AFRICA	Mozambique	WRC/Mozambique	57,617	57,617	100.00%
		<b>Mozambique</b>	<b>57,617</b>	<b>57,617</b>	
AFRICA	Namibia	COSEDA Community Small E	21,835	21,835	100.00%
		Private Sector Foundation	215,745	215,745	100.00%
		<b>Namibia</b>	<b>237,580</b>	<b>237,580</b>	

Region	Country	Organization Name	Portfolio US\$	PL Amount US\$	PL Rating
AFRICA	Niger	WOCCU/Niger	234,677	0	0.00%
	Niger		234,677	0	
AFRICA	Senegal	CRS/Senegal	299,292	299,292	100.00%
	Senegal		299,292	299,292	
AFRICA	South Africa	Get Ahead Financial Services	1,458,689	1,458,689	100.00%
	South Africa		1,458,689	1,458,689	
AFRICA	Tanzania	WV/SEDA/Tanzania	100,000	50,000	50.00%
	Tanzania		100,000	50,000	
AFRICA	Togo	FFH/FUCEC/Togo	38,407	0	0.00%
	Togo		38,407	0	
AFRICA	Uganda	COVOL	14,975	14,975	100.00%
		Faulu/Uganda	139,770	83,862	60.00%
		FINCA/Uganda	210,420	210,420	100.00%
		UGAFODE/Uganda	28,200	28,200	100.00%
	Uganda		393,365	337,457	
AFRICA	Zimbabwe	Masvingo-Credit Against Pover	10,000	10,000	100.00%
		MEDA/Phakama Economic De	75,462	73,953	98.00%
	Zimbabwe		85,462	83,953	
	AFRICA		12,101,045	6,298,577	
ANE	Bangladesh	Agrobased Industries and Tec	43,300,000	4,700,000	10.85%
		Women's Enterprise Develop	27,210,000	2,330,345	8.56%
	Bangladesh		70,510,000	7,030,345	
ANE	Cambodia	CRS/Cambodia	80,019	80,019	100.00%
		World Relief/Cambodia	228,691	228,691	100.00%
	Cambodia		308,710	308,710	
ANE	India	FWWB	702,551	702,550	100.00%
		Youth Charitable Organization	333,648	333,648	100.00%
	India		1,036,199	1,036,198	
ANE	Indonesia	CRS/Indonesia	441,223	441,223	100.00%
	Indonesia		441,223	441,223	
ANE	Jordan	Save/Jordan	144,471	140,971	97.58%
	Jordan		144,471	140,971	
ANE	Lebanon	Save/Lebanon	176,439	97,041	55.00%
	Lebanon		176,439	97,041	
ANE	Nepal	Centre for Self-Help Developm	166,911	166,911	100.00%
		Community Welfare Developm	6,804	6,804	100.00%
		NIRDHAN	270,625	270,625	100.00%

Region	Country	Organization Name	Portfolio US\$	PL Amount US\$	PL Rating
ANE	Nepal	SAPPROS	8,480	8,480	100.00%
		<b>Nepal</b>	<b>452,819</b>	<b>452,819</b>	
ANE	Philippines	CARE/Philippines	1,006,129	704,192	69.99%
		CRS/Philippines	864,355	864,355	100.00%
		Gerry Roxas Foundation	915,385	165,384	18.07%
		TSPI Development Corporatio	3,280,769	303,846	9.26%
		<b>Philippines</b>	<b>6,066,638</b>	<b>2,037,777</b>	
ANE	Sri Lanka	Janashakthi/Sri Lanka	1,061,172	1,019,649	96.09%
		SANASA	38,244,647	28,000,000	73.21%
		<b>Sri Lanka</b>	<b>39,306,819</b>	<b>29,019,649</b>	
ANE	West Bank/Gaza	Save/West Bank	122,166	122,166	100.00%
		UNRWA	1,378,927	0	0.00%
		YMCA	204,060	0	0.00%
		<b>West Bank/Gaza</b>	<b>1,706,153</b>	<b>122,166</b>	
		<b>ANE</b>	<b>120,147,470</b>	<b>40,686,899</b>	
ENI	Bulgaria	Nachala Foundation	926,568	0	0.00%
		<b>Bulgaria</b>	<b>926,568</b>	<b>0</b>	
ENI	Georgia	ACDI/Georgia	148,000	0	0.00%
		<b>Georgia</b>	<b>148,000</b>	<b>0</b>	
ENI	Kyrgyzstan	FINCA/Kyrgyzstan	66,652	66,652	100.00%
		<b>Kyrgyzstan</b>	<b>66,652</b>	<b>66,652</b>	
ENI	Macedonia	H.A. Moznosti	137,860	0	0.00%
		<b>Macedonia</b>	<b>137,860</b>	<b>0</b>	
ENI	Poland	Fundusz Micro	2,184,310	306,121	14.01%
		Women in Rural Enterprise De	375,609	12,587	3.35%
		<b>Poland</b>	<b>2,559,919</b>	<b>318,708</b>	
ENI	Romania	WV/CAPA/Romania	900,215	0	0.00%
		<b>Romania</b>	<b>900,215</b>	<b>0</b>	
ENI	Russia	OI/Soprichastnost	194,439	0	0.00%
		OI/Vozmozhnost	539,705	0	0.00%
		<b>Russia</b>	<b>734,144</b>	<b>0</b>	
		<b>ENI</b>	<b>6,473,368</b>	<b>385,361</b>	
LAC	Belize	Katalysis/BEST/Belize	65,330	34,540	52.87%
		<b>Belize</b>	<b>65,330</b>	<b>34,540</b>	
LAC	Bolivia	Banco Solidario/Bolivia	47,448,000	23,500,000	49.53%
		FFH/CRECER/Bolivia	680,000	680,000	100.00%
		FIE/Bolivia	7,694,325	780,500	10.14%

Region	Country	Organization Name	Portfolio US\$	PL Amount US\$	PL Rating
LAC	Bolivia	Fundacion Agrocapital	8,987,239	418,151	4.65%
		PRODEM	8,284,259	2,683,484	32.39%
		ProMujer/Bolivia	1,059,890	1,059,890	100.00%
		Sartawi	1,536,023	775,865	50.51%
		WOCCU/Bolivia	9,556,249	63,991	0.67%
	<b>Bolivia</b>		<b>85,245,985</b>	<b>29,961,881</b>	
LAC	Ecuador	Banco Solidario/Ecuador	9,890,607	0	0.00%
		CRS/Ecuador	500,000	500,000	100.00%
		ENLACE/Ecuador	2,300,000	56,800	2.47%
		FED (Fundacion Ecuatoriana	2,971,243	2,060,337	69.34%
		FINCA/Ecuador	334,000	250,000	74.85%
		Project Hope/Ecuador	550,325	500,325	90.91%
		WOCCU/Ecuador	7,624,806	1,547,116	20.29%
	<b>Ecuador</b>		<b>24,170,981</b>	<b>4,914,578</b>	
LAC	El Salvador	CRECER	6,196,697	185,901	3.00%
		CRS/El Salvador	811,576	811,576	100.00%
		FINCA/El Salvador	1,128,114	1,128,114	100.00%
		PROPEMI	10,290	1,714	16.66%
		REDES	206,966	204,266	98.70%
	<b>El Salvador</b>		<b>8,353,643</b>	<b>2,331,571</b>	
LAC	Guatemala	Asociacion de Mujeres en Des	43,307	43,307	100.00%
		CESIDE	50,000	0	0.00%
		Cooperacion para el Desarrollo	115,263	115,263	100.00%
		CRS/Guatemala	190,149	190,149	100.00%
		FUNDAP/PROSEM	1,395,582	767,570	55.00%
		Genesis Empresarial/FUNTE	7,086,937	2,834,775	40.00%
	<b>Guatemala</b>		<b>8,881,238</b>	<b>3,951,064</b>	
LAC	Guyana	Institute of Private Enterprise	5,215,640	286,838	5.50%
	<b>Guyana</b>		<b>5,215,640</b>	<b>286,838</b>	
LAC	Haiti	DAI/Haiti	60,462	60,462	100.00%
	<b>Haiti</b>		<b>60,462</b>	<b>60,462</b>	
LAC	Honduras	ANDI/COVELO	693,420	291,481	42.04%
		Familia y Medio Ambiente	175,700	175,700	100.00%
		FINCA/Honduras	1,460,330	1,460,330	100.00%
		FUNADEH/Honduras	2,757,109	236,606	8.58%
		Hermandad de Honduras	540,848	473,812	87.61%
		Instituto para el Desarrollo Hon	256,800	256,800	100.00%

Region	Country	Organization Name	Portfolio US\$	PL Amount US\$	PL Rating
LAC	Honduras	Katalysis/ODEF/Honduras	1,354,173	1,354,173	100.00%
		Organizacion para el Desarroll	1,429,929	906,288	63.38%
		Project Hope/Honduras	238,492	238,492	100.00%
		WRC/Honduras	897,579	610,192	67.98%
	<b>Honduras</b>		<b>9,804,380</b>	<b>6,003,874</b>	
LAC	Jamaica	Kingston Cooperative Credit U	327,664	1,800	0.55%
		Workers Bank	23,361	5,841	25.00%
	<b>Jamaica</b>		<b>351,025</b>	<b>7,641</b>	
LAC	Mexico	FINCA/Mexico	99,493	99,493	100.00%
	<b>Mexico</b>		<b>99,493</b>	<b>99,493</b>	
LAC	Nicaragua	Accion/FAMA	525,813	341,778	65.00%
		CRS/Nicaragua	367,370	367,370	100.00%
		FINCA/Nicaragua	489,528	489,528	100.00%
		MEDA/CHISPA	914,824	640,340	70.00%
		OI/ASODENIC	173,000	138,400	80.00%
		Rural Credit Union Program	190,947	0	0.00%
	<b>Nicaragua</b>		<b>2,661,482</b>	<b>1,977,416</b>	
LAC	Peru	Accion/ACP/Peru	9,673,051	5,803,830	60.00%
		ALTERNATIVA	43,502	43,502	100.00%
		APEMIPE	155,632	0	0.00%
		ARAWIWA	72,405	72,405	100.00%
		CARE/Peru	208,814	208,814	100.00%
		CARE/Peru (LC)	212,800	212,800	100.00%
		CARITAS-COBIS	79,561	79,561	100.00%
		EDPYMES CREDINPET	22,502	0	0.00%
		EDUCA	31,765	27,965	88.04%
		FINCA/Peru	128,988	117,880	91.39%
		FOGAPI	1,685,784	0	0.00%
		IDEAS	40,340	25,540	63.31%
		IDESI	6,069,000	0	0.00%
		PRISMA	271,440	113,934	41.97%
		SOLIDARIDAD	80,212	57,692	71.92%
		WV/ASODECO/Peru	140,000	0	0.00%
	<b>Peru</b>		<b>18,915,796</b>	<b>6,763,923</b>	
	<b>LAC</b>		<b>163,825,455</b>	<b>56,393,281</b>	
<b>Grand Total:</b>			<b>301,547,330</b>	<b>103,764,117</b>	

**Annex J:**  
**Questionnaire used for Data Collection**



# **MRR** MICROENTERPRISE RESULTS REPORTING

## ***FOR MICROCREDIT INSTITUTIONS***

**THIS FORM SHOULD BE COMPLETED BY INSTITUTIONS RECEIVING FUNDS  
FROM USAID FOR THE SUPPORT OF MICROCREDIT PROGRAMS.**

### **I. BACKGROUND INFORMATION**

1. Today's Date ( Month/Day/Year):

2. Name of Person Completing Form:

3. Telephone Number:

4. Fax Number:

5. E-mail Address, if available:

6. Name of Organization:

7. Address of Organization:

8. Type of Organization: Check from the list below:

International PVO

Local NGO

Business association

Credit Union or Credit Union Federation

Cooperative

Private Bank

Finance Company

Government-established agency

Other (describe):

# MRR MICROENTERPRISE RESULTS REPORTING

## II. USAID FUNDING

### Instructions

Please list the different sources within the USAID Mission and USAID/Washington from which you received funds for FY 1996. Next to each source note the purpose for which this funding was provided. The offices within USAID Missions could include, for example, the offices of Private Enterprise, Agriculture, Population, Health and Nutrition, Environment, or PVO Support Office. The offices within USAID Washington could include the Office of Microenterprise Development, BHR/PVC, Women in Development, Emerging Markets, Credit and Investment, Environment, or one of the Regional Bureaus.

USAID Mission Offices	Purpose	USAID Washington Offices	Purpose
1.			
2.			
3.			
4.			
5.			

# MRR MICROENTERPRISE RESULTS REPORTING

## III. FOR UMBRELLA INSTITUTIONS ONLY

An umbrella institution is an institution which directs funds or technical assistance to other implementing organizations.

### Instructions for completing Table 1.:

Please provide the name, the address, a telephone and fax number for the local organizations the umbrella institution supports with USAID funds. Under **USAID Funding Source** name the source from the list you provided on the previous page. If all USAID sources shown are used, write 'all.'

Under **Organization Type** please tell what kind of local organization this is. For example, PVO, NGO, credit union, cooperative, private bank, business association, government agency, finance company, other (please name).

**Table 1. LOCAL ORGANIZATIONS SUPPORTED THROUGH UMBRELLA**

<b>Name of Local Organization</b>	<b>USAID Funding Source</b>	<b>Organization Type</b>	<b>Address Telephone and Fax</b>
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

# MRR MICROENTERPRISE RESULTS REPORTING

## IV. WORKSHEET FOR ALL INSTITUTIONS WITH A LOAN PORTFOLIO

This form should be completed by all institutions that have a loan portfolio. Umbrella institutions which do not have a direct loan portfolio should not complete this form.

1. Name of Institution:
2. Mailing Address:
3. Geographic Location of Project Activities (for example, neighborhood, township, municipality, district, region):
4. Name of person completing this form:

### PROGRAM DATA

5. Our fiscal year (FY) 1996 (or most recently completed FY) ran from:  
(month/ year) to (month/ year)

6. Please complete the following table. Note that the information requested is for the institution's entire portfolio (except for commercial banks which may report on only the 'micro' portion of their portfolio).

	End of last FY (1996)	End of previous FY (1995)
<b>AMOUNT of loans outstanding</b>		
<b>NUMBER of loans outstanding</b>		
<b>PERCENTAGE of loans made to women borrowers</b>		
<b>AMOUNT of clients' savings</b>		
<b>NUMBER of savings members</b>		

7. Arrears Rate: Unpaid balance of loans with payments overdue more than 90 days divided by the amount of loans outstanding at year end:

# MRR MICROENTERPRISE RESULTS REPORTING

8. Loan Loss Rate: Average of losses for 3-5 years as a percentage of outstanding loan portfolio:  
(All loans over one year in arrears should be written off. )

9. Has your institution achieved operational sustainability, that is, do client revenues cover its operating costs?

Yes

No

10. If yes, has your institution also achieved full financial sustainability?

Yes

No

11. If your institution is not yet financially sustainable, do you have a plan for reaching full financial self-sufficiency in 7 years or less?

Yes

No

## POVERTY LENDING DATA

USAID has pledged that half of all its support to microcredit will support poverty lending programs or the poverty lending portion of programs addressing a wider target group. Poverty lending is defined as those loans equal to or less than US\$300.

<b>US \$300 Equivalent =</b>	<b>US\$1 =</b>
------------------------------	----------------

Source of Exchange Rate:

12. Total amount of loan balances outstanding at end of FY with initial loan size of \$300 or less:

13. Total number of loans outstanding at end of FY with initial loan size of \$300 or less:

**If the above questions cannot be answered by your information system, please report on the following instead:**

14. Total amount of loan balances outstanding at end of FY in amounts of \$300 or less:

15. Total number of loans outstanding at end of FY in amounts of \$300 or less: